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Southern California's Computer Magazine
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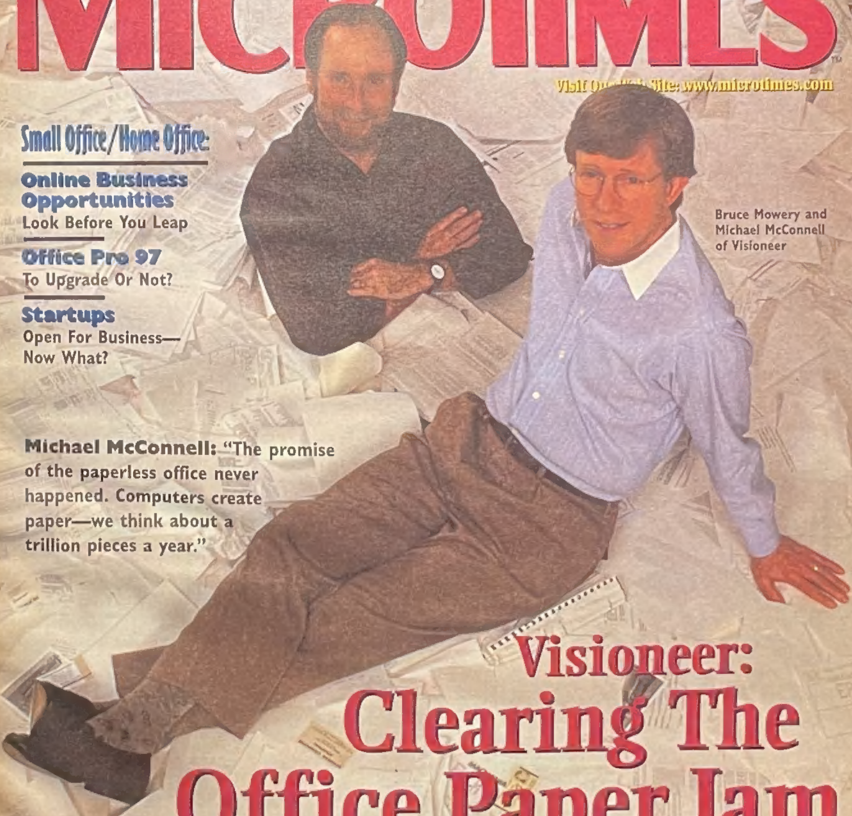

Bruce Mowery and
Michael McConnell
of Visioneer

Small Office/Home Office:

Online Business Opportunities
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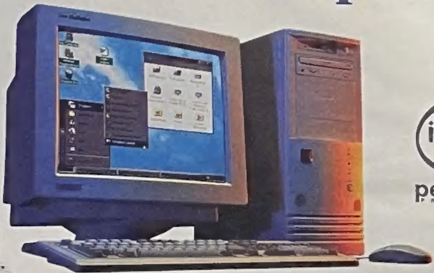

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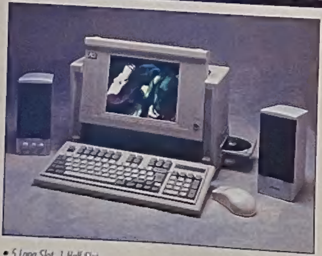

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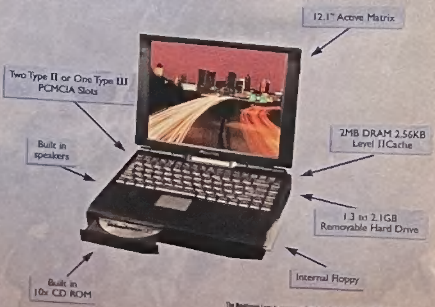
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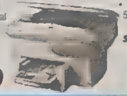

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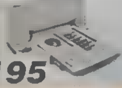

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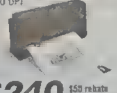

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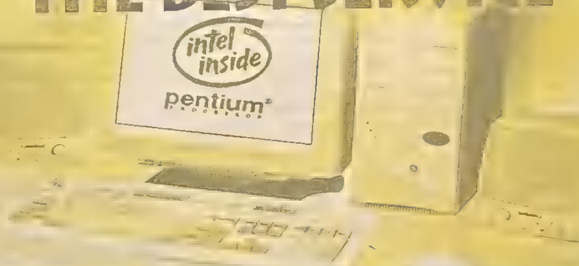

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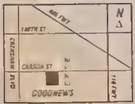

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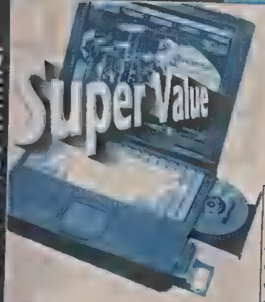

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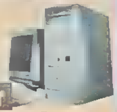

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Contents

MICROTIMES
March 31, 1997 • Issue #163

Small Office/Home Office Issue

88
COVER STORY
Visioneer: Clearing The Office Paper Jam
BY MARY EISENHART
PHOTOS: TUSTIN ELLISON
[illegible]

42
Telecommuting
BY ROBERT MOSKOWITZ
[illegible]

56
Small Office/Home Office
BY BIRRELL WALSH
[illegible]

[illegible]3
The Making [illegible] An Internet Business: Part VI
[illegible] ROYAL [illegible] FARROS

122
Look Before You Leap
BY LAURA [illegible]L

News & Views

18
Industry Insights
BY PAUL HOFFMAN
Push Media — another overrated technology? 18
MicroTimes Stock Index 229

254
Dvorak's Last Column
BY JOHN C. DVORAK
A compendium of weird thoughts

Business Solutions

28
Laptops
BY ED KAHN
[illegible]

36
Networking
BY PETER JOHN HARRISON
Mass storage for busy LANs

48
UNIX
BY BENNETT FALK
[illegible]

70
Accounting
BY DAVID A. SIMON, CPA, AND JENNIFER R. CHERNISS

Features

132
Windows Memory Managers: Boon [illegible] Bête [illegible]
BY LENNY BAILES
Three software solutions compared

Online Guide

144
The Internet [illegible] Taxes
BY JOHN S. QUARTERMAN
An accountant's view of [illegible]

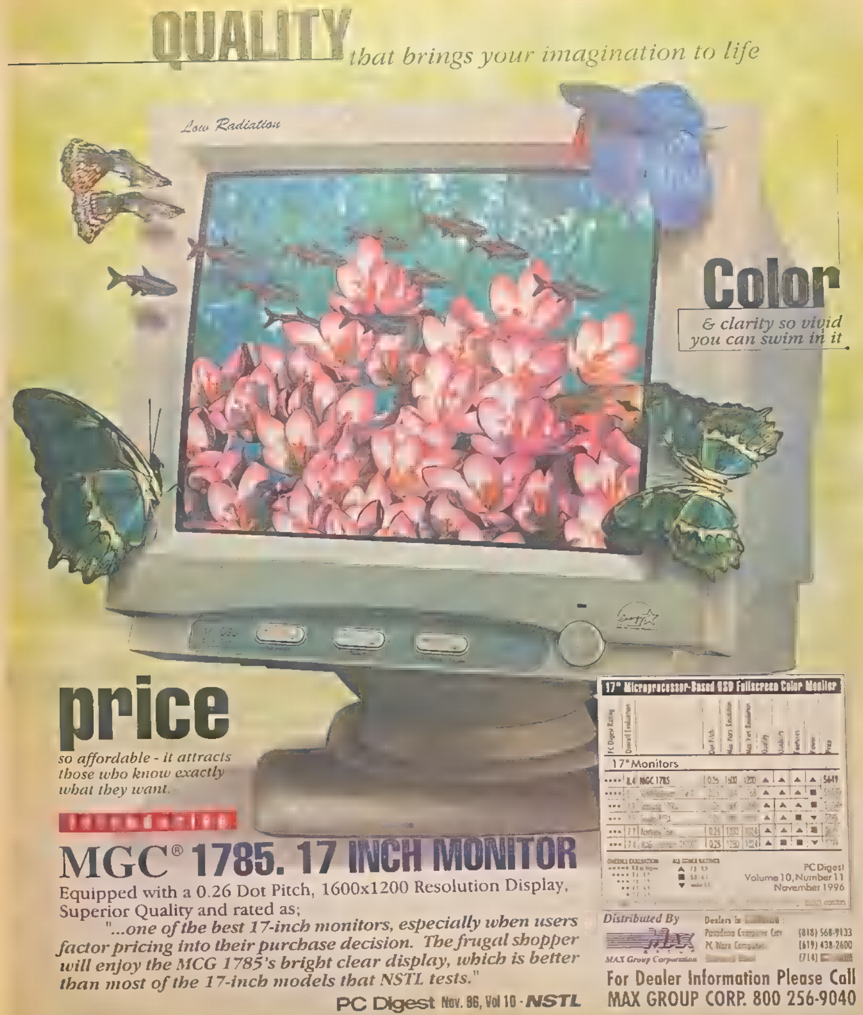
150
Online Services
BY BILL GRAM-REEFER
Modem Wars — US Robotics vs. Ro[illegible]

156
Web Page Listings

Multimedia & Beyond

186
Multimedia [illegible]
BY JONATHAN E[illegible]

194
Olympus SYS.230: Memory Made Thin
BY TONY REVEAUX



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••••	8.4	MGC 1785	0.26	1600	1200	▲	▲	▲	▲	$649
••••	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	▲	▲	▲	■	[illegible]
•••	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	▲	▲	▲	■	[illegible]
•••	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	▲	▲	■	▼	[illegible]
•••	7.7	[illegible]	0.25	1280	1024	▲	▲	▲	■	[illegible]
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MMX Pentium 166	$449.99
AMD K5 PR133	$148.99

[illegible]

Contents

MICROTIMES

March 31, 1997 • Issue #163

Product Spotlight

174
Product Updates
174
Reviews

Books

Designing For The Web ... [illegible]
Encyclopedia of Graphics File Formats ... 178
The Elite Quicken Book ... [illegible]
PC Week Switched And Fast Ethernet ... 180
[illegible] Animation Studio ... [illegible]
HTML Web Magic ... 180
Running Microsoft Windows NT Server ... [illegible]

Printer

[illegible] ... [illegible]

Software

[illegible] 200LX ... [illegible]
[illegible] for Windows ... [illegible]
[illegible] ... [illegible]
[illegible] ... 182
[illegible] ... [illegible]
[illegible] ... [illegible]
[illegible] ... [illegible]

Resources

198
Calendar of Events
[illegible] ... [illegible]
[illegible] ... [illegible]
210
User Group/BBS Listings
234
Classifieds
244
Index of Advertisers By City
250
Index of Advertisers

Reader Resources

Quotation Hotline Form ... 50
MicroTimes "Super Stop" Locations ... 232
Classified Advertising Placement Form ... 234
Classified Career Marketplace ... 242

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John C. Dvorak

Matthew Leeds

Jonathan E.

Pamela Mason

Bennett Falk

Robert Moskowitz

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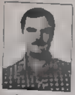
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Lenny Bailes (*jroe@well.com*) [illegible] a San Francisco-based teacher and consultant and is [illegible] co-author of the *BYTE Guide to Optimizing Windows 95*.

Laura Bell (*writer@well.com* and *103505.1632@compuserve.com*) [illegible] [illegible] freelance writer who recently relocated to the Bay Area.

Jennifer R. Cherniss specializes in making boring technical information seem less [illegible]. You may complain [illegible] her at (510)893-5753.

John C. Dvorak writes many columns, hosts the "Software/Hardtalk" radio show, and finds inspiration in strange places.

Jonathan E. has worked with desktop multimedia since 1988. His USPS mailing address is c/o SoundSwell, 54 29th St., Richmond, CA 94804. His email address is *jeve@well.com* .

Ron Enderland is a freelance writer and humorist.

Bennett Falk is the author of *The Internet Roadmap*, now in [illegible] second edition. By day, he works at Sybase in Emeryville.

Royal P. Farros is founder and president of iPrint, inc, the Discount Printing & CyberStationery Shop of the Future. Formerly co-founder and chairman of T/Maker Company (purchased by Deluxe Corporation in 1994), Farros helped create such award-winning software [illegible] PFS: First Publisher, WriteNow, and the ClickArt series of image portfolios.

Peter John Harrison is a San Francisco Bay Area-based communications and connectivity specialist who has worked for [illegible] variety of companies, including Xerox PARC and Microsoft. In addition to editing the *MicroTimes* Networking column, Peter writes books [illegible] the Internet and networking, and has been a contributing editor or writer to *HotWired* magazine and *LAN Times*. You can contact Peter by email [illegible] *peterh@well.com* and find out more about him and his professional, literary, and personal history from his Web site, *http://www.dcb.com/pjh-home.htm*

Paul Hoffman [illegible] an independent consultant who's been writing about computers for over fifteen years.

[illegible] Kahn (*edkahn@well.com*) [illegible] a folklorist who maintains [illegible] strong interest [illegible] computers and lives in the East Bay.

Matthew Leeds is [illegible] networking czar at Brøderbund.

Pamela Mason (*PMason@aol.com*) [illegible] a graphic designer and technical writer who [illegible] currently developing animation and multimedia applications.

Robert Moskowitz (*RMoskowitz@aol.com*) is [illegible] consultant based in Woodland Hills.

John S. Quarterman (*jsq@mids.org*) is the senior technical partner of MIDS (Matrix Information and Directory Services) and editor of *Matrix News*. He is [illegible] longtime observer, consultant, and writer [illegible] the matrix of electronic networks.

Bill Gram-Reefer, based in Concord, CA, [illegible] president of WORLDVIEW, specializing in connectivity and communications. He has been writing about Macintosh computers since 1984.

Tony Reveaux is a San Francisco-based consultant who writes the "MediaScan" column in *Film/TapeWorld* and teaches [illegible] San Francisco State University's Multimedia Studies Program. He can be reached via the Internet at *tonyr@dnai.com* .

David A. Simon, CPA (M.S., Taxation) is in tax and accounting practice in Oakland, and is co-author of *Business Contracts: Forms and Tax Analysis* (Wiley Law Publications). His clients include professionals and businesses throughout the state. He can be reached at (510)893-5753 or *dsimon@pacbell.net* .

Birrell Walsh (*birrell@well.com*) is [illegible] contributing editor for *MicroTimes* and a freelance writer for *BYTE* and other magazines.

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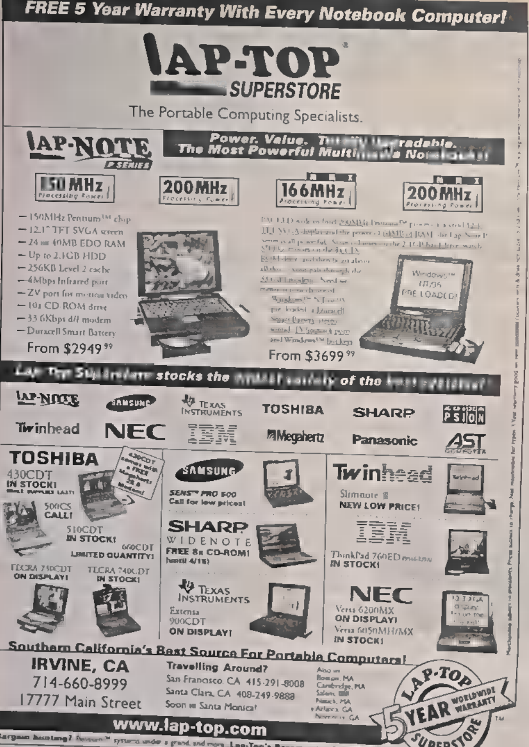
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ACCOUNT EXECUTIVES Michael Iannarelli, Tracy [illegible], Joe Perez, Beverly Spadavecchia
SALES ASSISTANTS Christopher [redacted], Matthew [illegible]
CLASSIFIED MANAGER Michelle Rosendin
[redacted] **MANAGER** Dee Bulanti
ADMINISTRATIVE [redacted] Edward Demaplay
CREDIT MANAGER Doug Morgan

EDITORIAL 510-934-3700
email: editors@microtimes.com
EDITOR Mary [redacted]
ASSOCIATE EDITOR Michael Robin
ART [redacted] Rick Colby
EDITORIAL DESIGNER Eleanor Carag
EDITORIAL ASSISTANT Cassidy Allen
[redacted] **EDITOR** Paul Hoffman
CONTRIBUTING EDITORS Lenny Bailes, Jennifer Robin Cherniss, John C. Dvorak, Jonathan F. Bennett Falk, Bill Gram-Reefer, Mitsu Hadeishi, Peter John Harrison, Ed Kahn, David Morgenstern, Robert Moskowitz, Douglas J. Nakakihara, Fabian Pascal, John S. Quarterman, Tony Reveaux, David A. Simon, CPA, Birrell Walsh, Jim Warren
CONTRIBUTING WRITERS Nick Anis, Laura Bell, Cynthia Dyer-Bennett, Anna Couey, Matthew Leeds, Woody Liswood, Judy Malloy, Pamela Mason, Michelle Rafter, Kevin Savetz, John Wolcott
CONTRIBUTING PHOTOGRAPHERS Tustin Ellison, Michael Jay, Anne Knudsen, Ann Summa

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DIVISION PRODUCTION [redacted] Amy Marson
PRODUCTION SPECIALIST Kevin Price
[redacted] Randy Atwood
[redacted] **ARTIST** Randy Bailey
AD COORDINATORS Kay McVane, Jesse Sullivan
[redacted] **STAFF** Marshall Packett, Heather Porter, Suzanne Stackle
PROOFREADER Mary Knappenberger

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NATIONAL [redacted] Robert Hammond
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BY PAUL HOFFMAN

Industry Insights

This Year's Overrated Technology: Web Push

No one likes to wait, and users of the World Wide Web have gotten all too used to having to wait around for Web pages with lots of graphics to download.

Starting about a year ago, a few Web software companies started to advocate a new way to deliver Web content, by "pushing" it to your computer before you ask for it. It's a neat little trick, and it works well for things like getting up-to-date news and sports scores.

A few other companies realized that the ideas behind push technology were useful for keeping corporate computers up to date with the latest program updates. Although such updates happen only rarely, it is useful for corporate [illegible] managers to know that their users are all using the most recent versions. If you believe the hype about how in the "near future" we will all be running only Java applications in our Web browsers, it makes sense that there should be [illegible] way to be sure you have the latest applets

With those two ideas, all of a sudden the entire Web industry [illegible] going crazy with push strategies The companies that "pioneered" Web push technology [illegible] of 18 months ago are now setting themselves up as "leaders" in push technology [illegible] turns out that Web push [illegible] probably only important to a small part of the Web market, but these companies [illegible] still getting all sorts of publicity

What To Push

Until recently, people toured the Web [illegible] a place where you could roam around looking for interesting information. You might have some sites you went to all the time, but most of the value came from your ability to find new things easily. Now, more and more sites are trying to garner a regular readership, just like magazines really want you to subscribe instead of buying each issue on the newsstand.

If you go to a particular site every day because it changes often, it makes sense for you to want the updated contents of that site to already be on your computer, when you want it, so you don't have to waste time waiting for slow servers or slow Internet connections If you're willing to sacrifice a few megabytes of your hard drive for holding the site on your computer, having the new information pushed to you is probably a good deal.

Last year, when corporate "intranets" became all the rage, Web developers started trying to make the Web look like a corporate tool Of course, there are plenty of uses for the Web inside a company, but it isn't about to replace most of the systems that companies have spent years developing. One of the big selling points for intranets [illegible] the ability for corporate management to broadcast company information to all its employees. However, no [illegible] needs to do this all that often, and email already works quite well for that.

> *The entire Web industry is **GOING CRAZY** with push strategies. The companies that "pioneered" Web push technology all of 18 months ago are now setting themselves up as "leaders" in push technology.*

Companies that somehow believed that all their employees would be running custom Java applications from their browsers would need [illegible] have those applications updated all the time Of course, in such a situation, a push server would be great. However, extremely few companies update their in-house software more than once a month, and most update only a few times [illegible] year, if even that often. Thus, a push server would be handy but vast overkill in most cases.

Wouldn't You Rather Pull?

The Web was built around the idea of pulling information, not having it pushed to you Many people think that the best way of getting the advantages of push technology is to pull at regular intervals and store the results on your hard disk At least half a dozen companies already have products [illegible] do this, and they all work fairly well [illegible] typical use is to go out to an entertainment site every four hours and download all that is new from that site

continued on page 19

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INTEL PENTIUM® [redacted] with MMX™ technology	409/629
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TEAC 1.2MB	39

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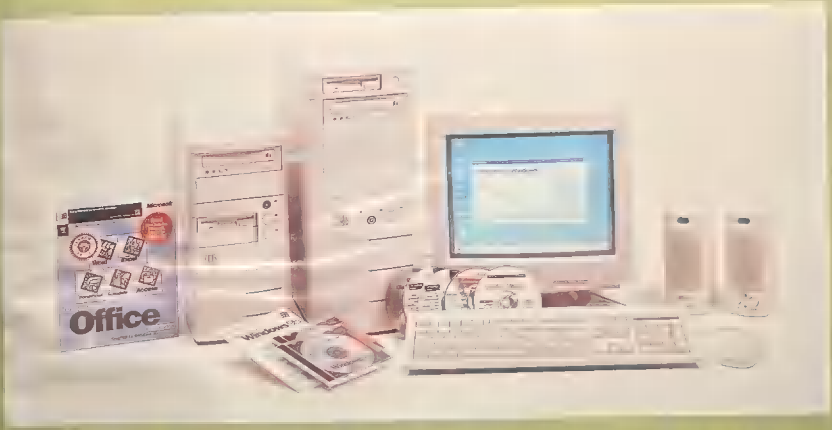

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- Intel Pentium® Processor
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- 512K Pipelined Burst Cache
- 32MB EDO RAM (Max 128MB)
- 2.5GB EIDE Hard Drive
- [illegible] EIDE Ctrl (up to 4 Devices)
- Diamond Stealth 3D SVGA w/2MB MPEG
- 16X EIDE CD-ROM
- 3D Wavetable 32 Sound Card
- 160W Power Stereo Speakers
- 33.6 Fax Modem,Plug&Play,V34 w/Voice Mail,Internet Ready
- 17"NI.28 SVGA Color Monitor
- 1.44MB Floppy Drive
- High Speed I/O Port 2S,1P,1G
- Keyboard for WIN '95 104-K
- Medium Tower Case,7-Bay
- 3-Button Mouse
- *Microsoft* Windows95 Pre-installed w/Manual,CD

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- Triton VX Motherboard, Support MMX™ Technology, PNP BIOS
- 512K Pipelined Burst Cache
- 32MB EDO RAM (Max 128MB)
- 2.5GB EIDE Hard Drive
- PCI EIDE Ctrl (up to 4 Devices)
- Diamond Stealth [illegible] SVGA w/2MB MPEG
- 12X [illegible] CD-ROM
- 3D Wavetable 32 Sound Card
- 160W Power Stereo Speakers
- 33.6 Fax Modem,Plug&Play,V34 w/Voice Mail,Internet Ready
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- Intel Pentium® Processor
- Triton VX Motherboard, Support MMX™ Technology, [illegible] BIOS
- 256K Pipelined Burst Cache
- 16MB EDO RAM (Max 128MB)
- 2.0GB [illegible] Hard Drive
- PCI EIDE Ctrl (up to [illegible] Devices)
- 64 Bit PCI SVGA 2MB EDO RAM w/MPEG
- [illegible] EIDE CD-ROM
- Sound Card,WIN '95 [illegible] 16 Bit Stereo
- 50W Power Stereo Speakers
- 33.6 Fax/Modem,Plug&Play,V34 w/Voice Mail,Internet Ready
- 15"NI.28 SVGA Color Monitor
- 1.44MB Floppy Drive
- High Speed I/O [illegible] 2S,1P,1G
- Keyboard for WIN '95 104-K
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- 256K Pipelined Burst Cache
- [illegible] EDO [illegible] (Max 128MB)
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- 14"NI.28 SVGA Color Monitor
- 1.44MB Floppy Drive
- High Speed I/O Port 2S,1P,1G
- Keyboard for WIN '95 104-K
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#4045 Pentium® 133 :	$795
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(16M [illegible] 12X 15 [illegible]

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- 256KB Pipelined Burst Cache
- 16MB EDO RAM (Max 128MB)
- 2.0GB EIDE Hard Drive
- PCI EIDE Ctrl (up to [illegible] Devices)
- 64 Bit PCI SVGA 2MB EDO RAM w/MPEG
- 12X EIDE [illegible]
- [illegible] Wavetable 32 Sound Card
- 50W Power Stereo Speakers
- 33.6 Fax Modem,Plug&Play,V34 w/Voice Mail,Internet Ready
- 15"NI.28 SVGA Color Monitor,
- 1.44MB Floppy Drive
- High Speed I/O Port 2S,1P,1G
- Keyboard for WIN '95 104-K
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Industry Insights

continued from page 18

Using automated pull has many advantages over push, the greatest of which is that it puts the user more in control of the results. Popular automated pull software like MilkTruck and Open Market Express work even when you are not running your browser, and simply make the information available the next time you use your browser to go to those sites.

One of the biggest problems with push technology, at least from a user's point of view, is that you lose control over what is on your hard disk. For entertainment or company news, this isn't important, but it becomes critical when companies start distributing software through push servers. For example, if you are using a Java application that is updated by a push server, and that application starts acting funny, you don't know whether the new behavior is due to a version that was pushed to your hard disk.

On the other hand, if you pull new software instead of having it pushed to you, you would at least know when it changed. Announcements about new versions can be made using good old-fashioned email. Some of the push server technology might still be valuable here; a corporate system administrator might want to know what version of various software you have on your computer in order to be able to announce updates. Still, allowing the user to do the actual updating would leave a lot less to chance and reduce the number of mysterious changes on that person's system.

Bandwidth Is Not Free

On a corporate intranet, there is usually not much of a problem with pull-based updating of large programs. Accessing a few megabytes here and there a few times a day certainly puts a load on the network, but it won't harm much if the network is laid out in a reasonable fashion. Pushing or pulling won't have much of an effect if the volume of data is low.

If the volume of data is high, network administrators will notice. Push technology almost always uses more network bandwidth than standard pull methods because what gets pushed to a user can never be so narrowly defined as to include only what he or she wants. For example, one of the first popular Web entertainment push companies, PointCast, started irking the network administrators at many companies because their data was clogging the companies' networks. Many push technology companies are envisioning pushing much larger chunks of data than PointCast, which could mean much more severe problems for networks.

The problem of bandwidth overuse is much more significant to companies that have WANS (wide-area networks), which is becoming all the more common. If you use up all the bandwidth in an Ethernet, there are many solutions to getting more, and the cost of these solutions is still dropping. However, once you go outside the building and connect to another office, filling up the outside link is quite easy, and upgrading these outside links is often quite expensive.

The more new content a company pushes over its outside links, the slower the links will be

continued on page 22

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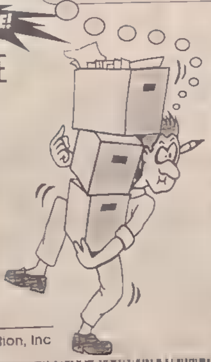
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- 3-Button MS Compatible Mouse
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- Adaptec [illegible] Ultra [illegible] [illegible] [illegible]
- Mid-Tower Case w/ [illegible] power supply
- 1.44 floppy [illegible]
- [illegible] EIDE CD-ROM
- PCI [illegible] card
- 104 keyboard
- Serial Mouse

Intel Inside

Pentium Pro 180	Pentium Pro 200
$2,149	$2,269

MEMORY

4 MB 72 Pin EDO	$17.99
8 MB 72 Pin [illegible]	$39.99
16 MB 72 Pin EDO	$79.99
32 MB 72 Pin [illegible]	$159.99
64 MB 72 Pin EDO	[illegible]
4 MB [illegible] S 30 Pin	$24.99

Please [illegible] for prices [illegible] DIMMs

HARD DRIVES

Manufacturer	Model	Capacity	Access Time	Cache Buffer	Warranty	Price
Maxtor	MX81750A	1.7 GB	12 mS	128k	3 years	$199 9
	MX82560A	2.5 GB	12 mS	128k	3 years	$233 9
	MX72700A	2.7 GB	12 mS	128k	3 years	$259 9
	MX83500A	3.5 GB	12 mS	128k	3 years	$299 9
	MX85120A	5.0 GB	12 mS	256k	3 years	$429
WESTERN DIGITAL	WDAC21600	1.6 GB	11 mS	128k	3 years	$200 9
	WDAC22100	2.1 GB	11 mS	128k	3 years	$229 9
	WDAC32500	2.5 GB	11 mS	128k	3 years	$249 9
	WDAC33100	3.1 GB	11 mS	128k	3 years	$279 9
	WDAC24300	4.3 GB	11 mS	128k	3 years	$379 9
IBM	DAQA32160	2.1 GB	9.5 mS	128k	3 years	$219 9
	DAQA32700	2.7 GB	9.5 mS	128k	3 years	$249 9
	DAQA33240	3.24 GB	9.5 mS	128k	[illegible] years	$279 9
	DJAQA34300	4.3 GB	9.5 mS	128k	3 years	$369 99
Samsung	WNR31601A	1.6 GB	<12 mS	256k	2 years	$179 9
JTS	2AF	2.0 GB	<14 mS	128k	2 years	$199 99

Microsoft Windows95 $99 extra with purchase of any system.

AMD 5x86-133

8 MB [illegible], 1.6 GB EIDE hard drive
VLB PCI Bus Motherboard w 256k cache
built-in EIDE controller supports up to 4 hard [illegible] 2 floppy d[illegible]
Hi-speed UART 16550 compatible 2 serial ports,
1 enhanced parallel port 1 game port
Trident 9440 AGi PCI Video Card w 1MB upgradable to [illegible]
14" monitor .28dp N.I., 1.44 [illegible] floppy disk drive
[illegible] Mini-Tower Case w/ LED & 230W power [illegible]
[illegible] Win95 keyboard [illegible] mouse [illegible] pad

$599.00

MULTIMEDIA

Creative 16 bit PnP	$69.99
Sound Blaster 32 PnP	$89.99
Sound Blaster AWE 64	$179.99
Creative Discovery 12x kit	$CALL
Creative Value 8x kit	$219.99
[illegible] 4x4 CD Changer	$79.99
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12X EIDE CD ROM	$8[illegible]
16X EIDE CD ROM	$10[illegible]
Toshiba 12X EIDE CD ROM	$9[illegible]
Toshiba 16X [illegible] [illegible] [illegible]	$1[illegible]
Phillips CDD2000/10 [illegible] CDR	$44[illegible]
Yamaha [illegible] 400C 4x6 w/ SCSI card	$7[illegible]
HP Surestor 6020I (2x6)	$44[illegible]

Multimedia Systems

- Intel Triton II 430VX Chipset
- Motherboard w/ 256k pipeline cache, no CPU supports EDO RAM
- **16 MB EDO [illegible] expandable to 128 MB,**
- **1.6 GB EIDE mode 4 hard drive,**
- Built-in EIDE controller supports four HDDs & two FDDs
- 2 Hi-speed serial ports, 1 enhanced parallel port,
- 1.44 MB floppy disk drive
- **Diamond Stealth 64 PCI Video Card w/ 2MB DRAM**
- 12X EIDE CD ROM, 16 bit sound card
- [illegible] Amplified Speakers
- Deluxe Mid-Tower Case [illegible] [illegible] power supply
- 104 Win95 keyboard,
- [illegible] [illegible] 3 button [illegible]
- 14" SVGA N.I. 0.28 dp 1024 X768 Monitor

Cyrix 6x86 is a trade mark of Cyrix corporation

Intel Inside

[illegible] MHz	$829
[illegible] MHz	$839
[illegible] MHz	$864
[illegible] 15[illegible] MHz	$899
Pentium 166 MHz	$999
[illegible] 200 MHz	[illegible]
[illegible] MMX [illegible]	[illegible]
[illegible] MMX [illegible]	[illegible]
AMD K5-PR133	[illegible]
Cyrix 6x86 [illegible]	$8[illegible].99

Barebone Systems

- Intel Agoura Motherboard 256k PBC
- **8MB RAM, 1.6 GB EIDE Hard Drive**
- 1.44 MB floppy disk drive
- Cirrus Logic 5430 PCI Video Card w/ (1MB upgradable to 2MB)
- 2 Hi-speed I/O, 1 Enhanced Parallel port,
- PS2 Style Mouse and Keyboard

Pentium 120 MHz
$499

Blowout Sale

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Store Hours

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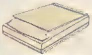
by Adara



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- Caere Omni Page LE OCR
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- SCSI card and cable included

12X Multimedia [illegible]

12x EIDE [illegible] ROM

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Panasonic

17" .27 dpi
1280 x 1024
[illegible] & Play

$539.99

3 Years [illegible] Parts [illegible] 1 [illegible]
Replacement, (see [illegible])

ViewSonic

VS17GS 17" .27 dp Plug & Play	$579
VS17PS 17" [illegible] dp Onview	
21 prgm modes Plug & Play, TCO	$689
G800	$599
PT810 21" .25 dp. Onview prgm mode	$1,549
PT770 Trinitron 17" .25 dp	$699
G810 21" .25 [illegible] PnP	$1,369

[illegible] come w/ 3 [illegible]

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iomega

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DIAMOND

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[illegible] EDO DRAM

$109.99

MAG

INNOVISION

DJ530 15" 0.28 dp FST 1280 x 1024 [illegible]	[illegible]
DJ700 17" 0.26 dp FST 1280 x 1024 70KHz	$549.99
DJ702a 17" 0.28 dp MicroFilter 1280 x 1024 65KHz	$544.99
DJ707 17" .26 x .22 horiz. dp 1280 x 1024 70KHz	$CALL
DJ717 17" .26 x .22 horiz. dp 1600 x 1200 85KHz	$CALL
DX15T 15" 0.25 dp 1280 x 1024 65KHz	[illegible]
DX700T 17" 0.25 dp 1280 x 1024 70KHz	[illegible]
MAG MX21F 21" .22 NI 1600X1280 [illegible]	$1443.99

Specials *All specials... Limit one per customer.*

MOTHERBOARDS With CPU

AMD 5x86-133 PCI, ZIF, 256k, [illegible] EIDE cntrlr	$99.99

Intel Triton II 430VX, PCI, built in EIDE cntrlr., high speed I/O, EPP, ZIF socket, 256k Pipeline Burst Cache (exp. to 512k), with...

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MMX Pentium 166 MHz	$459.99
MMX Pentium 200 MHz	$639.99
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Pentium Pro 200 w/ Natoma 440FX	$859.99
AMD K5-PR133	$179.99
Cyrix 6X86-P166 +	$214.99

Please call for pricing and specs. on Cyrix 6x86-P200

TYAN MOTHERBOARDS

TOMCAT III single processor M/B w/512K Pipeline [illegible] Cache	$159.99
TOMCAT III [illegible] processor [illegible] w/512K Pipeline [illegible] Cache	$229.99

ASUS MOTHERBOARDS

P55T2P4 Intel Triton II w/256K PBC	$143.99
P6NP5 Pentium Pro VS4T M/B	$263.99
Intel Venus Pentium Pro M/B	$249.99
Intel Venus Pentium Pro M/B + Yamaha Sound Card	$279.99

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HP Deskjet 820Cxi Windows only	$369.99
HP Deskjet 870Cxi	$479.99
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Please call for prices on Epson printers

[illegible] / MODEMS

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US Robotics Sportster 33.6 Voice Fax/MODEM	$119.99
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US Robotics 33.6 Voice Fax/MODEM ext.	$169.99
US Robotics [illegible] Voice Fax/MODEM with PCI video capture card	$229.99

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Microsoft Ergonomic Mouse	$24.99
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Adaptec 2940 / 2940UW PCI SCSI Cntrlr	$Call
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APC Back-UPS BP280PNP w Power Chute	$144.99
APC Back-UPS BP420PNP w Power Chute	$229.99
APC Back-UPS BP650PNP w Power Chute	$273.99

[illegible]

Colorado T1000 Travan 800 MB int.	$109.99
Colorado T1000 Travan 800 MB ext.	$149.99
Colorado TRAVAN 3 GB TR3 [illegible] Tape	$179.99
Conner 3.2 GB [illegible] Tape	$189.99
Iomega parallel port Zip drive	$139.99*
Jaz 1.0 GB SCSI drive int.	$349.99
Jaz 1.0 GB SCSI drive ext.	$449.99

* After $50 mail in rebate

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3 COM Combo [illegible] Adapter 509 (ISA)	$79.99
3 COM Combo Network Adapter C590 (PCI)	$99.99
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16 Port Ethernet hub	$139.99
3 COM 12 Port Ethernet hub 100 MB/S	$1,499
Intel 12 Port Ethernet hub 100 MB/S	$1,199

NOVELL

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[illegible] User	$599	$649
10 User	$1,199	$1,249
25 User	$1749	$2,099
50 User	$2,399	$2,799

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Adara IMAGESTAR II 30 bit single pass w SCSI card & cable	$349.99
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HP 4P color scanner	$[illegible]
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17GU 17" 0.28 dp, 1280x1024	$639.99
17GLSi 17" 0.26 [illegible] 1[illegible]1280	$789.99
20GLS 20" 0.28 dp, 1600x1280	$1,199.99

Panasonic

S15 15" 0.27 dp 1280 x 1024	$319.99
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PM17 17" 0.27 dp w/ Speakers & Microphone	[illegible]
P17 17" 0.25 dp 1600 x 1280	$[illegible]

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SVGA 14" .28 NI	$189.99
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Diamond Stealth 64 3D 2MB	$69.99
Matrox Mystique 2MB SGRAM (retail)	$124.99
Matrox Mystique 4MB SGRAM (retail)	$144.99
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Printing Labels (And More) The Easy Way

The CoStar LabelWriter XL Plus Addresses And Labels All Of Your Printing Needs

I began using a label printer in conjunction with my computer several years ago. Labels are relatively inexpensive, small (about 4" x 6"), and add much to the usefulness of a computer. I use the printer to make shipping and return-address labels as well as labels for videos, floppy disks, canned goods, and just about everything else you [redacted] think of. Despite my praise for these printers, there have been shortcomings. First, I was limited to a single-sized label, and secondly, while the software was good, it was not spectacular. The new CoStar LabelWriter XL Plus addresses both of these shortcomings.

The LabelWriter XL Plus is slightly larger and a little heavier than my older label printer, but the print quality is noticeably better—this thermal printer approaches laser quality. In addition, I can now utilize [redacted] of the fonts on my computer. The major design improvement, however, is that the CoStar printer handles a variety of label [redacted] The printer comes with [redacted] roll of 2.25" x 4" labels to get you started, but you can order labels designed for scores of projects, from labels for manila folders to spine labels for videos, to labels for floppy disks. The list is extensive. In addition, you can order custom labels with preprinted color designs. Plus, the convenience of easily switching between rolls of labels makes this a versatile printer.

While the hardware of the package shines, it is the software that makes this product truly unique. It comes with four programs. The first is Easy Label Writer software, a straightforward label-printing program that gives you a choice of thirty templates. Select a template, click on the element that you want to edit, and type [redacted] the information. You can choose the font and size you want. When you are done, simply hit the OK button and your label is ready to print. Graphic files and bar codes can be included, and customized templates can be saved for the next time you need them. Many specialized formats are available, such as UPS labels showing the shipper ID number, the weight of the package, and the state of destination.

> While the hardware of the package shines, it is the software that makes this product truly UNIQUE.

The second program that comes with the LabelWriter is Easy Bar Code software, a program that lets you print bar codes on labels. While most of us don't need this for our everyday labels, businesses that rely on coded products will find this tool invaluable. A video-rental business, for instance, can easily label each title in their collection so it [redacted] be scanned when it is rented. One of the label sizes available from CoStar is the size of tiny EPROM chips. Bar codes are frequently used on these and other parts that need labeling. Most common bar code formats are supported and you can easily mix text and bar codes.

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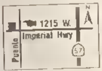

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[illegible] EIDE CD [illegible] Drive, Spkrs.,
[illegible] MB 60 nS EDO RAM, exp. [illegible] 128 [illegible]
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1.44MB [illegible]
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Digital Case
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Pentium 200	$1,399
[illegible] 166	$1,299

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HP DeskJet 692 C / 693 D	$269.99/$299.99
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6X86 P150+/166+	$179.99/$199.99
6X86 P200+ CPU [illegible] DFI M.B	$339.99
AMD K5 166/133	$229.99/156.99
AMD K5 100/75	$145.99/109.99

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1MB 30 pin 70 nS	$6.99
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4MB 72 pin/EDO	$18.99/$18.99
8MB 72 pin/EDO	$38.99/$39.99
16MB 72 pin/EDO	$78.99/$78.99
[illegible] 72 pin/EDO	$155.99/$155.99
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[illegible] Sportster

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Laptops *continued.*

The third program, Easy Badge software, is designed to make the LabelWriter printer especially useful for portable computer users. With the Easy Badge program, you can easily print out "Hello, My Name Is" badges for people in conventions, schools, conferences, or any gathering. CoStar sells blank labels specifically designed for this purpose. One label, for instance, is for a day pass and has a section that fades the day after it is issued. If you use Easy Badge in connection with a digital camera, you can instantly print a photo and text on each badge.

CoStar sells a wide variety of labels for use with the Easy Badge program. One of the most interesting is a card made out of plastic that [illegible] be glued to create a membership card with photo ID and a signature on the back. Users who want to use the printer in the field will find the battery pack ($299) a useful addition. It will power the printer for six and a half hours. It has the same footprint as the printer and is about an inch tall.

The final program is an old favorite of mine, AddressMate. This program lets you print labels from information stored in your database of addresses. But AddressMate does much more. It can dial your phone, insert addresses inside letters that you write, and finally, address envelopes. This is a program I have been using for several years and it is nice to see it bundled with the LabelWriter.

The LabelWriter XL Plus combines powerful software that you will not find anywhere else with a beautifully designed little printer. This package is a great enhancement to any computer system.

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Computer Of The Month

IBM's Thinkpad 560

Since the birth of notebook computers, manufacturers have been trying to find the right balance between size and usefulness. Several years ago, sub-notebooks were all the rage, but the tradeoff was that the keyboards were too small and the small display strained your eyes. IBM has come up with another approach in the search for the optimal configuration.

The Thinkpad 560 weighs just over 4 lbs. and is only 1.2" thick. Adequate screen and keyboard size are accomplished by a footprint of 8.7" x 11.7". IBM used all the tricks to save size and weight. A separate 3.5" floppy drive can be connected when you need to load or download from floppies In addition, there is no CD-ROM. However, since CD-ROM drives have become standard on many notebook computers, I [illegible]ommend buying an external CD-ROM drive that connects through one of the two PC Card slots [illegible] the Thinkpad 560

> This is the first new notebook I have seen in some time that does NOT have the special Microsoft keys for use with Windows 95. I don't know if this is a space-saving compromise or IBM's way of saying IT DOESN'T LIKE Microsoft.

Despite the skinny profile and slight weight, this notebook has all the power you will need In its least expensive configuration it comes with a 100MHz Pentium processor, an 810MB hard drive, and a dual scan LCD that measures 11.3" diagonally Also available are 120MHz and 133MHz processors. The most expensive configuration comes with a 1.08GB hard drive and an active-matrix display measuring 12.1" diagonally. All configurations include 8MB of RAM, expandable to 40MB It is easy to attach an external display through the video port on the back.

The keyboard has a good feel, even though I am not crazy about its layout. End, Home, PgUp, PgDown, Delete, and Insert keys are in the upper right hand corner, a bit out of the way and less convenient. Additionally, this is the first new notebook I have seen in some time that does not have the special Microsoft keys for use with Windows 95 I don't know if this is a space-saving compromise or IBM's way of saying it doesn't like Microsoft In any case, you can attach a standard PS/2 keyboard when you are not on-the-go. If you attach a standard keyboard, you will need to purchase a keyboard/ mouse connector, which lets you use both a mouse and keyboard through the same port on the back of the computer. Even if you don't elect to use a mouse, you will still need the little connector if you use [illegible] external keyboard.

The Thinkpad 560 is powered by a lithium-ion battery pack. (Extra battery packs are $249.) IBM incorporated sophisticated power management features to conserve battery life—I like the suspend and hibernate features that let you shut down and begin the next session where you left off. Simply close the cover to put it into suspend until you open the cover to resume work.

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Laptops *continued...*

Even though there is no CD-ROM drive, the Thinkpad 560 is designed ■ a multimedia computer with microphone and headphone jacks on its side. The audio is 16-bit and supports Sound Blaster Pro applications. In such a slim machine, however, there are no built-in speakers for sound reproduction.

In addition to the serial and parallel ports and the PC Card slots, there is an infrared port that lets you transfer files without wires. A port replicator ($175) lets you leave all of your peripherals attached to a single source when you are traveling.

IBM offers a number of appealing service plans. If you have a modem, the online HelpCenter lets technicians remotely diagnose technical difficulties. Twenty-four hour phone support is available during the first year after purchase. During the first year, a courier repair service is also included.

While there ■■ compromises in exchange for the convenience of this small size, if you don't need all the bells and whistles and spend a lot ■ time on the road, the Thinkpad 560 may be the perfect computer for you. ■

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While there are COMPROMISES in exchange for the CONVENIENCE of this small size, if you don't need all the bells and whistles and spend a lot of time on the road, the Thinkpad 560 may be the PERFECT computer for you.

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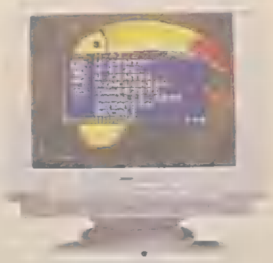

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NETWORKING • BY PETER J. HARRISON

New Disk Drives For Storage-Hungry LAN Users

TeraStor Takes Mass Storage Into The Next Millennium

When I got my first job as a computer programmer in 1980, the mainframe system I worked on had six hard drives. Each of those hard drives took up a space roughly 2' [illegible] 3' x 4' deep. They were massive, high-powered storage systems, each of them with a storage capacity of 80MB—a total of 480MB for all six units. That was enough storage for the entire business, personnel, and student records system of the school district for which I worked. Now your average laptop fits twice that much data storage (or more) into a package weighing [illegible] few ounces and measuring less than 3" x 4" x .5" in size.

This amazing reduction in the size, weight, and price of hard disk drives, all while increasing speed, accuracy, and dependability, is amazing. Even more startling, though, is that today's petite drives use almost exactly the same techniques and technologies of the behemoth low-capacity drives first introduced in the late 1950s. Both old and new technologies work by using a simple electromagnet to magnetize (or "write") small "domains" on a spinning disk (called a "platter") covered with a coating that can be easily magnetized. Once magnetized, those domains can be "read" by wires in the read-write head, which register small positive and negative pulses of electricity as the positively or negatively magnetized domains spin under the head. The heads actually never touched the magnetic coating (that would scratch it), but instead "floated" on a cushion of air created by the mechanical action of the spinning platters.

> ***Today's petite drives use almost exactly the same techniques and technologies of the behemoth low-capacity drives first introduced in the late 1950s.***

Thus far, increases in storage capacity and speed while reducing size, weight, and cost have come from aggressive miniaturization of everything within the disk drive. The read-write heads on those massive 80MB drives I mentioned, for example, were bulky devices assembled by wrapping wire around a ferrous metal core [illegible] form [illegible] electromagnet. These days read-write heads still float on air and have electromagnets in them, but they are manufactured using the [illegible] techniques used to etch "integrated circuits" into silicon. That reduces their size and weight, which makes the heads easier to move, allowing the use of smaller, lighter mechanisms to move them back and forth across the platter. Smaller heads also allow drive manufacturers to float the read-write head closer to the surface of the platter, which helps restrict the size of each magnetic domain. Smaller domains can be packed closer together, which provides higher "areal densities" and more data on smaller disks.

Refinements of the original "Winchester" disk drive design have produced generation after generation of disk drives that [illegible] also smaller, faster, more reliable and cheaper than the generations that [illegible] before. These advances have benefited every type of computer environment, from mainframes [illegible] LANs to laptops. The problem [illegible] that we computer users are insatiable storage junkies, and eventually manufacturers will [illegible] out of ways to squeeze [illegible] from the 40-year-old disk drive design. Then the industry will have to find a new technology to slake our hunger for bigger and better storage solutions.

With the announcement this month (March 1997) of a radically new method for storing information on magnetic media, that new storage technology may already be here. TeraStor has found [illegible] way to combine aspects of traditional and Magneto-Optical disk drive technologies with a technology used in high-powered microscopes. The result is a technology that uses the quantum-mechanical properties of light to create disk drives that [illegible] store 20MB of data on each surface of the disk. Since disk drives can read and write to both sides of the platter and may have multiple platters in each drive, TeraStor's technology allows development of disk drives with amazing storage capacities. A typical 9GB drive using conventional technology, for example, has ten platters and twenty read-write heads (one for each side of each platter). With TeraStor's technology a drive with the same general configuration could store 400GB of data.

TeraStor's technology is very similar to that of today's Magneto-Optical disk drives. Magneto-Optical drives have platters covered with magnetic particles encapsulated in plastic. To record data on the drive, a laser heats and softens the plastic so that [illegible] strong magnet can rotate and align the polarity of the particles inside the plastic. After the plastic cools and hardens, the particles freeze in place with their new magnetic orientation. To read the information off the disk, Magneto-Optical drives shine a lower-powered laser light at the magnetic domain, which subtly alters the light [illegible] it reflects off the surface of the plastic. A sensor then analyzes the light to figure out whether the domain has [illegible] positive or negative magnetic charge.

The beauty of Magneto-Optical recording [illegible] that the plastic-encased media it uses is tough

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and durable, perfect for removable storage solutions. The problem with Magneto-Optical drives is that they have previously been limited by the optical properties of laser light and the air between the read-write head and the disk platter. These properties force traditional Magneto-Optical lasers to record domains the diameter of the light wave emitted by the laser, which is comparatively large.

TeraStor's innovation uses a special type of microscope lens, the "Solid Immersion Lens" patented by Stanford University, to refine the beam emitted by the laser so only [illegible] fraction of the wavelength is used. Using the "floating head" technology standard magnetic disk drives use to keep the head at a set focal distance from the recording surface, TeraStor's technology records domains a fraction the size of older magnetic and Magneto-Optical technologies.

Storage density is not the only advantage TeraStor's technology offers; it is also an inherently more durable technology. Because the magnetic polarity of the material on the disks can only change after the plastic is heated and softened, the electromagnet in the read-write head can float further from the disk without having to worry about how its magnetic field will affect other domains. "Flying" the head farther from the disk makes the drive less susceptible to "head crash" failures that damage the recording surface and read-write heads. The durability of the magnetic domains makes them less susceptible to damage from other magnetic sources—like x-ray machines through which [illegible] laptop may pass.

The durability of the magnetic domains also allows each disk to retain their magnetic integrity for much longer than traditional disks or tapes, which start to deteriorate after several years. Removable Magneto-Optical disks retain their magnetic encoding for up to [illegible] century. Since magneto-optical disks [illegible] also inexpensive and easy to manufacture, TeraStor's technology may also find a home doing backups onto 40GB storage cassettes—greatly simplifying the speed manageability of LAN backups.

There [illegible] a lot to be excited about with this new technology, which is due [illegible] hit store shelves early next year. TeraStor does not plan [illegible] make their own drives; instead they are licensing it [illegible] several drive manufacturers. With several vendors to choose from, storage buyers are likely to see the same kind of competition that has driven conventional disk drive prices down [illegible] low. All of this is great news for everyone with big data storage needs, from mainframe shops to LAN managers right down to laptop users. Now all we have to do [illegible] wait for 1998. ■

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RESOURCES:

TeraStor Corp.
95 West Plumeria Dr.
San Jose, CA 95134
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URL: http://[illegible]

MICROTIMES
Look for *MicroTimes* on the following cover dates:

DATE	ISSUE#	EDITORIAL FOCUS
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[illegible] 5/28/97	165 [illegible] [illegible]	[illegible] on the Internet
6/23/97 6/25/97	166 North 166 South	Wireless
7/21/97 7/23/97	167 North 167 South	"Digital Showbiz" technology and the entertainment business
8/18/97 8/20/97	168 [illegible] 168 South	Macintosh
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10/13/97 10/15/97	170 North 170 South	Venture Capital and the Internet
11/3/97 11/5/97	[illegible] 171 [illegible]	Intellectual Property (with Comdex preview)
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TELECOMMUTING • BY ROBERT MOSKOWITZ

Quality Of Life For Telecommuters

Taking Advantage Of The Benefits From Telecommuting

Whether you telecommute two days a month or five days a week, some of the features you'll appreciate most about the telecommuting lifestyle are the intangible benefits it brings you.

The key to making the most of these intangible benefits is mastering the practice of "time shifting." In fact, this is one of the most powerful ways to gain the advantage of the [illegible] time telecommuting makes available.

It's very much akin [illegible] the process of taping a TV show that starts at midnight and then watching the tape when you're relaxing the next evening [illegible] [illegible] the weekend. However, there is one major difference: You can't simply "tape" and "replay" hours of your life. Instead, you must reschedule one or more of your real-time activities in order to effectively "shift" those extra minutes to the time of day when you actually want to [illegible] them.

The time gleaned from physically commuting to work can be used to ***pursue personal growth*** *and pleasure activities, such as classes at local schools and learning centers, hobbies like pottery or gardening, or* ***just plain fun*** *with friends and relations.*

For example, let's say you avoid a thirty-minute commute [illegible] the office starting at 8:15 am on Monday morning, and another thirty-minute commute back home starting at 5:15 pm. That gives you [illegible] full hour of extra time every Monday. But for various reasons—such as the kids having to leave for school at 7:30 pm, an adult class you want to attend starting [illegible] [illegible] pm, your family preferring to eat dinner after 7 pm, and [illegible] forth—there's a good chance [illegible] won't have the opportunities you want for fun, growth, or family togetherness precisely during these two half-hour time periods.

So you'll have to "shift" these minutes to a more desirable part of the day.

How? Not by shifting the minutes themselves, but by shifting your activities. Simply get in the habit of filling your two "extra" half-hours with discretionary activities you normally do at other times, but which you [illegible] do [illegible] the times telecommuting newly makes available. For example, between 8:15 and 8:45, and again between 5:15 and 5:45—your normal commuting times—you might make some extra telephone calls or do some extra financial computations. Or you might use the time to do laundry, [illegible] food shopping, get the [illegible] fixed, or help your child with homework.

By chipping away at your work load [illegible] family responsibilities during these [illegible] minutes, you effectively free up a full hour from another time of the day [illegible] night and make it available to be [illegible] with discretionary activities.

Enjoying The Extra Time

Now let's take a brief look [illegible] what most telecommuters say they enjoy doing with their "shifted" extra [illegible]

• Classes, Hobbies, And Personal Time

The time gleaned from physically commuting [illegible] work can be used to pursue personal growth and pleasure activities, such as classes at local schools and learning centers, hobbies like pottery or gardening, or just plain fun with friends and relations.

Whether it's continuing education or just the relaxation of doing something for fun, these classes, hobbies, and personal time make up necessary but frequently neglected parts of a well-rounded schedule. Telecommuting gives you the extra time to participate in these kinds of beneficial experiences.

• Extra Sleep

One of the most surprising benefits of telecommuting is the opportunity it brings to put in some extra "sack time." Studies show the average American gets about an hour of sleep per night *less* than doctors recommend for all-around good health.

The usual pattern is to build up a "sleep deficit" during the week, and pay off this deficit by sleeping relatively late on weekend mornings. In a real sense, this extra sleep is itself a form of "time shifting" that reduces the time you have available for relaxation, family experiences, quality of life activities, and even household chores.

Telecommuters frequently say the few extra minutes of sleep they can get because they're not traveling to the office on a particular day makes a big difference not only in their enjoyment of life, but in their productivity and effectiveness on the job.

• Family Time

For many reasons, family time is one of the first

continued on page [illegible]

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[illegible]	0.28mm	0.28mm	0.28mm	0.26/0.28m	0.26mm	0.28mm
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- 1 IP Address
- 1 Phone Line Connection
- For Win 3.11/ Win [illegible] WinNT 3.51

$239

XTRA MAIL
- Communicate Across Office/World
- Low-Cost, Easy to Use E-Mail
- Open Internet to Exchange
- TCP/IP Microsoft, [illegible] Lantastic
- Supports POP3 [illegible] DNS [illegible]

$289 Win95 $[illegible]99 WinNT

INFOFAST
- Easiest way to [illegible] Customer Requests
- Fax-On-Demand
- Prerecorded Information Line
- Web Document Synchronization
- Professional Hardware Includes

$1599

Digi ISDN

REMOTE ACCESS
INTERNAL ADAPTER

ISDN PCMCIA for Notebook:

Datafire Go! ISDN / v.34 PCMCIA	$550

ISDN CARD without NT1:

Datafire S/T for [illegible] for Client	$399
Datafire S/T S1 for Novell / WinNT Server	$ 599

ISDN CARD with NT1:

Datafire U for Win95 or U S1 for [illegible]	$439
Datafire U S1 for Server	$599

REMOTE ACCESS SERVER

LanaServer 2E: 2 RS-232 Serial Ports	$1459
LanaServer 4E: [illegible] Serial Ports	$2099
LanaServer CE: [illegible] 4 PCMCIA Modems	$3399
LanaServer 8E 8 RS-232 Serial Ports	$2999

REMOTE ACCESS ROUTER

RETOURA ST1 (1 ISDN ST [illegible], 2 RS232)	$1199
RETOURA ST2 ([illegible] ST [illegible] 2 RS232)	$1395

3Com OFFICE CONNECT

3COM HUBs:
8 Port 10TP ... $129
8 Port 100TP , $799
5 Port 10/100 , $1099
(1 Port -100 TX, 4 Ports -10 TP)

4 Port [illegible] / 10TP & Coax Hub	[illegible]
8 Port [illegible] / 10TP & Coax Hub	[illegible]
8 Port Managed 10TP & Coax Hub	$ 399
ISDN Remote 310U [illegible] Access	$ [illegible]
ISDN Remote 520 Voice Port-[illegible]	$1199
Fax Server 1 Line For [illegible]	$1495
CD-Rom Server 10 TP & Coax	$ 699
Office Connect [illegible] Router	$[illegible]

SOFTWARE for School/Student/Faculty

Microsoft

BackOffice Server v2.5 for Windows 95 (CD)	1698
Developers Network Enterprise Subscription Win95	1158
FoxPro for DOS [illegible] / Windows v2.6	119
FoxPro Professional v2.6 for MS DOS	258
Mail Server v3.5 for Windows w/[illegible] Client License	299
Mastering Access for Windows (CD)	55
Mastering Visual Basic v4.0 for Windows 95 (CD)	59
Mastering Visual C++ for Windows (CD)	79
[illegible] Pro v4.3 for Windows 3.x	[illegible]
[illegible] for Win [illegible] NT	160
Office Pro [illegible] (CD)	225
[illegible] FOR Win NT	[illegible]
SNA Server v2.6 for Window NT w/ 5 User (CD)	[illegible]
SQL Server v6.5 for Window NT 5 Users System	[illegible]
System Management Server v1.2 (CD)	[illegible]
[illegible] for [illegible]	[illegible]
Visual Basic Enterprise Ed. v4.0 for Win95/NT (CD)	279
Visual Basic Pro v4.0 Windows 95/NT (CD)	129
Visual C++ [illegible] v4.1 for Windows 3.x (CD)	63
Visual C++ v4.1 [illegible] (CD)	[illegible]

Microsoft

Visual C++ v4.2 Enterprise For Window (CD)	219
Visual FoxPro Pro v3.0 w/ Career Choice for Win (CD)	279
Visual FoxPro Pro v5.0 for Win95 (CD)	119
Visual J++ for Win 95	63
Window NT Server v4.0 w/5 User Client Lics (CD)	439
Window NT Server v4.0 w/10 User Client Lics (CD)	799
Window NT Server v4.0 20 User Client Lics. Only	299
Windows NT Workstation v4.0 (CD)	149

ADOBE

Illustrator v4.1 For Win 3.X/Win 95 or v6.0 for MAC	143
PageMaker v6.5 For Win95/Win NT or For Mac	189
PhotoShop v4.0 For Window or [illegible]	279

COREL

Corel Office Pro v7.0 for Win 95 or v3.0 for Win3.x	133
Corel Draw v7.0 for Win95 or v3.0 for Win 3.x	139
WordPerfect Suite v7.0 for Win95 or v6.1 for Win3.x	59
Corel Ventura v7.0 for Windows 95	[illegible]
Corel Visual CADD [illegible] Single User for [illegible]	139

BORLAND

Borland C++ 5.0 for Windows 95 (CD)	[illegible]
Borland C++ v5.0 Developer Suite for Win 95 (CD)	[illegible]
DBase v5.0 for DOS	169
Delphi Developer 2 Win95/NT [illegible]	129
IntraBuilder v1.0 Scholar for Win95/NT [illegible]	99
IntraBuilder v1.0 Client/Server [illegible] Win95/NT (CD)	1199
Intra Builder PRO v1.0 Scholar [illegible] Win95/NT (CD)	[illegible]
Paradox v4.5 for DOS	109
Paradox v7.0 RunTime, [illegible] (CD)	259
Paradox v7.0 Win95/NT	119
Turbo C++ v3.0 for DOS	63
Turbo C++ v3.1 Visual for Windows	79
Turbo C++ v4.5 for Windows (CD)	63
Turbo Pascal v1.5 for Windows	79
Turbo Pascal v7.0 for DOS	69
Visual dBase v5.5 Client/Server [illegible] Win (CD)	399
Visual dBase Pro v5.5 Scholar for Windows	129

!!! Government, School & Corporate P.O.s are WELCOME

BINOMIAL SYSTEMS

BINOMIAL SYSTEMS, INC.
957 Fairway Drive, Walnut, CA 91789 Web [illegible] www.binomialsys.com
TEL: ([illegible]) [illegible] ; FAX: ([illegible]) [illegible]

3Com NOVELL ARTISOFT

NETWORK CARDS

3Com ETHERLINK III w/o Manuals

3C509 TP Etherlink III ISA	[illegible]
3C509 Combo Etherlink III ISA	109
3C579 Etherlink III 32-bit EISA	199

3Com ETHERLINK XL w/o Manuals

3C900-TP Etherlink XL PCI 10TP	89
[illegible] 10TP/Coax Combo	109

XL (3C905TX) Fast Etherlink XL PCI 10/100 TP
$99 Qty < 20
$79 Qty [illegible] ON YOUR FIRST PURCHASE

ETHERNET NETWORK CARDS

Arcent ARC-220 ISA 16-bit Combo	[illegible]
[illegible] ISA 10TP & Coax	[illegible]
[illegible] PCI [illegible] & Coax	[illegible]

<Artisoft>

[illegible] PRO [illegible] / Combo	[illegible]/99

HEWLETT PACKARD

HP JetDirect Ethernet [illegible] / Combo	[illegible] / 419

intel
Ethernet 10 Base-T / Coax

EtherExpress PRO/10 PCI 10TP	110
EtherExpress PRO/10 PCI COMBO	130
EtherExpress 16 PRO/10+ 16 Bit TP	93
EtherExpress 16 PRO/10+ 16 Bit Combo	129
EtherExpress PRO 10/100 EISA	239
EtherExpress 16 MCA 32-bit	189

intel [illegible] ONLY w/o Manuals

EtherExpress 16 PRO/10+ [illegible]	[illegible]
EtherExpress PRO/10 PCI [illegible]	[illegible]
EtherExpress PRO/10 [illegible]	[illegible]

intel EtherExpress PRO PCI 10/100 TP
$59 / $79

[illegible] EAGLE [illegible]

NE2500 ISA Plug & Play 10 TP	109
NE5500 PCI Plug & Play 10 TP & Coax	152
NE3210 EISA 32-bit AUI/BNC/10TP	199
NE 10/100 TP PCI-32 Bit	130
NE 10/100 TP ISA-16 Bit	[illegible]

SMC
Ethernet 10 Base-T / Coax

EtherEZ Plug & Play 16-bit Combo	[illegible]
Elite 16-Ultra ISA Combo (RJ45/BNC)	115
Elite 32-Ultra EISA Combo (RJ45/BNC)	[illegible]
EtherPower PCI 10 TP	140
EtherPower PCI 10 TP & Coax Combo	[illegible]
EtherPower PCI [illegible] TP	159

NETWORK JUKEBOX

[illegible] & FRIENDLY

CD [illegible] 4 Disc [illegible]	399
CD [illegible] 18 Disc Ext. CD-Rom Jukebox	1599
CD [illegible] 28 Disc Ext. CD-Rom Jukebox	2499

NETWORK REPEATERS

ADDTRON

[illegible] Repeater	[illegible]

NETWORK FAST-100 TX HUB

3COM While Supplies Last
8 Port Office Connect [illegible] Hub
$799

3COM [illegible]
12 Port SuperStack II 100 TX Hub
$1099
Must be purchased w/ 5 pcs of 3COM 10/100 PCI at $ 99 ea.
"Hub only—$1,299"

AceLink

[illegible] Port 100TX External Hub	[illegible]

ADDTRON
16 Port 100TX Hub
$999

SMC

[illegible]/16 Port Fast 100TX TP Hub	[illegible] / 2499

FAST SWITCH 10/100 HUB

3COM

LinkSwitch1000 12 Ports [illegible] Port 100 [illegible]	[illegible]

AceLink
6 Port [illegible] Auto Switch Hub
$1799

ADDTRON AER-110
8 Port Fast Ethernet Switch Hub
$399 1 Port - 100TP / 1 Port - 10 TP

9 Port Fast Ethernet Switch Hub AES-720TX
$999 2 Port - 100TP / 7 Port - 10 TP

NETWORK SOFTWARES

Microsoft

Windows NT Server v4.0 w/ 5 User Lic	[illegible]
Windows NT Server v4.0 w/ 10 User Lic	[illegible]
Windows NT Server v4.0 20 User Lic Only	[illegible]
Windows NT Server v4.0 Upg w/ 5 User Lic	458
Windows NT Server v4.0 Upg w/ 10 User Lic	[illegible]
Windows NT Workstation v4.0	[illegible]

<Artisoft> — LANtastic

Lantastic 7.0 1 User CD/ 3.5	[illegible]
Lantastic 7.0 10 Users CD/ 3.5	[illegible]
Lantastic 7.0 1 User upgrade CD/3.5	[illegible] 179
Lantastic 7.0 10 Users upgrade CD/3.5	[illegible]
Lantastic 7.0 1 User Add-On [illegible] CD/3.5	[illegible]
Lantastic 7.0 [illegible] 1 User CD	959

NOVELL

NetWare [illegible] 1 / 10 Users	[illegible] / 1419
NetWare [illegible] 2 / 50 Users	[illegible] / 2596
NetWare Documentations 3.12 [illegible]	[illegible] / 458

IntranetWare FOR SMALL BUSINESS

IntranetWare 1 [illegible] 5 User [illegible]	759
IntranetWare [illegible] Connection	83
IntranetWare [illegible] Connection	259

NOVELL 4.11 + WEB SERVER

IntranetWare [illegible] 5 / [illegible]	[illegible]
IntranetWare [illegible] 50 [illegible]	[illegible]
IntranetWare [illegible] 5 / 10 Users [illegible]	[illegible]
[illegible] 25 / 50 Users [illegible]	2399 / 3199

NOVELL UPGrades
FROM NETWARE 4.X

Upg. To IntranetWare [illegible] / 10 Users	[illegible] / 579
Upg. To IntranetWare [illegible]	[illegible] / [illegible]

FROM NETWARE 2.X, 3.X

Upg. To IntranetWare [illegible] 10 Users	[illegible]
Upg. To IntranetWare [illegible] / 50 Users	[illegible] / 1799

GROUPWISE
[illegible] 10 [illegible] / 50 Users [illegible] 1 199 [illegible] 5299

LAN WORKPLACE
[illegible] / 50 Users for Dos/Win 229 [illegible] 3099

LAN WORKPLACE PRO
[illegible] / 50 Users for Win 95/NT 229 [illegible] 3299

MANAGEWISE
1107 / 50 Users v2.1 [illegible]

NETWORK HUBS

3COM

OfficeConnect 4 Port 10 TP [illegible]	[illegible]
OfficeConnect 8 Port 10 TP [illegible]	[illegible]
SuperStack II 12 Port 10TP [illegible]	[illegible]
SuperStack II 12 Port 10TP Managed [illegible]	[illegible]
SuperStack II 24 Port 10TP Hub	[illegible]

ADDTRON

6 Port [illegible] Active Hub	165
8 Port [illegible] Active Hub	175
4 Port Ethernet 10 TP & 1 BNC Hub	79
8 Port Ethernet 10 TP Hub (HUB-8T)	85
[illegible] Port Ethernet 10 TP & [illegible] (HUB-[illegible])	[illegible]
16 Port Ethernet 10 TP & 1 BNC Hub	[illegible]

ASANTE

ASANTE Hub 8 TP Port Hub	199
ASANTE Hub 12 TP Port Hub	399

HEWLETT PACKARD

AdvancedStack 8E 8 Port 10TP & 1 BNC	199
AdvancedStack [illegible] 8 Port 10TP w/SNMP	589
AdvancedStack [illegible] 16 Port 10TP Only	579

SMC

TigerHub TP6 6 Port 10 TP Hub	[illegible]
TigerHub TP12 12 Port 10 TP Hub	[illegible]

SynOptics

[illegible] Port 2600 Hub (16 RJ45) 1 AUI	599
[illegible] Port 2604 Hub (16 RJ45) [illegible]	899
8 Port 800 Hub (Plug & Play) [illegible]	299
8 Port 810M Mgmt. Hub (Plug & Play)	629

NETWORK FAX SERVER

CHEYENNE

FAXServer V3.01 NLM 6 User	399
FAXServer V3.01 NLM 10 Users	699

PURE DATA INC

FACSYS 4.0 Fax For Win 95 (1 Used)	199
Satisfaction 400 Int. Fax Server Modem	349

SYMANTEC

WinFax Pro v7.5 Win95/NT or V8.0 Win 95	112
WinFax Pro v4.1 Network NLM Starter Kit	279
WinFax Pro v4.1 Network NLM [illegible]	[illegible]
WinFax Pro v4.1 Network NLM [illegible]	[illegible]
NetSatisfaxion V3.9 25 Users/[illegible]	[illegible]

CASTELLE

Ethernet Fax Server 1 Line(Novell / [illegible] NT)	[illegible]

NETWORK ISDN MODEM

3COM

3Com Impact IQ Ext Modem (3C882)	349

ASCEND

NetWarp 128 ISDN Int. Adapter	[illegible]
NetWarp PRO ISDN Int. Adapter w/POTS	299

MOTOROLA

BitSurfer PC Term Int. or Ext. Modem MPPP	[illegible]

[illegible]

Sportster ISDN 128K [illegible] Adapter NT-1	259

NETWORK ISDN REMOTE

3COM

AccessBuilder 2204 4 Port Remote Server	[illegible]
AccessBuilder 2208 8 Port Remote Server	[illegible]

Cisco Systems

CPA0752 ISDN Ethernet IP/IPX Router	999
CPA0752-Ro Ethernet IP/IPX Remote Router	1 199
CPA0753 ISDN Ethernet IP/IPX Router	1 129
CPA0753-R [illegible] Ethernet IP/IPX Router	1 329
CPA201 Personal Office for ISDN [illegible]	[illegible]

DIGI

LanaServer [illegible]	[illegible]
LanaServer 42 ISDN 4 Port	1 [illegible]

NETWORK ISDN ROUTER

3COM-ISDN(NOVELL/TCP/IP)

Arpeggio Lite ISDN Bridge/Router	1,399
Arpeggio Plus ISDN Basic Rate Brg./Router	[illegible]
Arpeggio Plus Office w/ISDN	2 [illegible]

NETWORK INTERNET ROUTER

Farallon

Netopia ISDN Internet Router 5 User TCP/IP	[illegible]
Netopia ISDN Internet Router Unlimited TCP/IP	[illegible]
Netopia ISDN Internet Router w/IP Apple Talk	1049
Netopia ISDN Internet Router w/Scenario 12 USER	[illegible]
Netopia ISDN Internet Router Apple Talk, Scenario	1159

FILE SERVER HARD DRIVE

EIDE HARD DRIVES

[illegible] 1.3GB / 1.6GB / 2.0 GB	[illegible]
[illegible] / 3.5GB	[illegible]
[illegible]	[illegible]
Quantum Bigfoot [illegible] 4.4GB	[illegible]
[illegible] 3.4GB	219/249/[illegible]

ULTRA SCSI

Quantum Atlas [illegible]	1099
Quantum Atlas [illegible]	1899
Seagate Hawk [illegible]	[illegible]
Seagate Hawk [illegible]	[illegible]

ULTRA WIDE SCSI

MICROPOLIS [illegible]	[illegible]
MICROPOLIS 4.7 GB Ultra Wide	1799
MICROPOLIS [illegible]	2099
[illegible] 4.3 GB Ultra Wide	[illegible]
[illegible] 9.1 GB Ultra Wide	[illegible]
Seagate Hawk [illegible] 2.1 GB	[illegible]
Seagate Barracuda [illegible] / 9.1 GB	[illegible]

SCSI-II CONTROLLERS

adaptec

adaptec SCSI-II CARD Only

AHA-[illegible]/2940U PCI SCSI	[illegible]/219
AHA-2940 [illegible] PCI SCSI Adapter Only	279
AHA-[illegible] ISA [illegible] Adapter w/ Kit	[illegible]
AHA-2920 PCI Adapter w/ Kit	[illegible]
AHA-[illegible] Ultra [illegible]	[illegible]
AHA-[illegible]	[illegible]
AHA-[illegible]	[illegible]
AHA-3940UW Ultra Wide Multi-Channel PCI [illegible]	[illegible]
AHA-2985 PCI RAID SCSI w/Kit	[illegible]
AHA-3985W PCI RAID Multi-Channel	[illegible]
APA-358 [illegible]	149
APA-1460A [illegible] Notebook SCSI For [illegible]	199

NOTEBOOK ETHERNETS

[illegible] PC [illegible] TP	[illegible]
[illegible]	[illegible]
3COM PCMCIA [illegible]	[illegible]
3COM PCMCIA [illegible]	[illegible]
[illegible]	[illegible]
[illegible] PCMCIA 10 TP & Coax Combo	[illegible]
SMC EtherNote Pocket 10 TP & Coax	[illegible]
SMC EtherEZ PCMCIA 10 TP / Combo	[illegible] / 179
SMC EtherEZ PCMCIA Modem + 10TP	479
SMC EtherEZ PCMCIA [illegible] 10TP&Coax	[illegible]

Xircom PCMCIA 10/100 TP
16 BIT PCMCIA [illegible]
32 BIT CARD BUS $199

Xircom Pocket Ethernet 10 TP / Combo	[illegible] / 219
Xircom PCMCIA IIPS 10 TP / Combo	[illegible] / 229
Xircom PCMCIA 10 TP + 33.6 [illegible]	[illegible]
Xircom PCMCIA 10TP & Coax + [illegible]	[illegible]
Xircom Cellular Connection Kit [illegible]	169
[illegible] PCMCIA [illegible]	329
USRobotics PCMCIA [illegible]	369
USRobotics PCMCIA [illegible]	189
[illegible] PCMCIA [illegible]	259

REWRITABLE OPTICAL DR.

HEWLETT PACKARD

[illegible] EXT. Rewritable Optical Drive	[illegible]
2.6GB EXT. Rewritable Optical Drive	[illegible]
2.6GB Rewritable Optical Disk	[illegible]

[illegible]

APEX [illegible] Int. Rewritable Optical Dr. w/Kit	1,695
[illegible] Ext. Rewritable Optical Drive	1,695
APEX [illegible] Ext. [illegible]	[illegible]

NETWORK CABLES/TOOLS

Cables [illegible]

Every 25 Ft. RG58A/U Coax or RJ45 Level 5 Cable	8.00
50 Ohm BNC Terminator (Thin Ethernet)	2.00
RJ-45 Connector / T-Connector	[illegible]

Tools

BNC / RJ-45 & RJ11 Crimping Tool	25 / 25
RG-58 / 62 Wire Stripper	[illegible]

NETWORK TRANCEIVER

ENET Trans. to [illegible]	44
[illegible]	44

NETWORK PRINT SERVER

NOVELL EAGLE

Eagle NPE400 Ethernet Combo	399

HEWLETT PACKARD

HP JetDirect EX Plus (J2591A) BNC & TP Ext	389
HP JetDirect EX [illegible] 2 Port Printers	[illegible]

intel Connects up to [illegible] Printers

Intel NetPort Express PRO/10 Ethernet & BNC	299
Intel NetPort Express PRO/100 [illegible]	[illegible]

Xircom

[illegible] TP/Coax	322

NETWARE CONNECT

NOVELL

Novell NetWare Connect [illegible] Users	329
Novell NetWare Connect [illegible] Users	1,299
Novell NetWare [illegible] Users	3,799

DIGIBOARD

AccelePort 2E for Win / Remote Lan NT	[illegible]
AccelePort 4E for Novell & Win NT	[illegible]
AccelePort 8E for Novell & Win NT	[illegible]
AccelePort [illegible]	[illegible]
AccelePort [illegible]	1199
[illegible]	1599

NETWORK UPS SYSTEM

APC

Back UPS PRO650 for Windows 95	319
Back UPS System [illegible]	[illegible]
Smart UPS System 650VS	369
Smart UPS System 700	429
Smart [illegible] System [illegible]	[illegible]
Power Chute Plus Software for Novell	[illegible]
Power Chute Plus Software for Window NT	[illegible]

TRIPP-LITE

BC Pro 475 UPS System Lan	299
Omni 675 UPS System Lan	[illegible]
Omni 850 UPS System Lan	[illegible]
Power Alert Software for Novell	75
Power Alert Software for Window NT	59

NETWORK BACKUP DRIVE

CHEYENNE

ArcServe / Solo Back Up 1 User For Novell	[illegible]
ArcServe For Netware v6.0 & 25 User Wk.	599
ArcServe For Netware v6.0 Enterprise	1,299
ArcServe / Solo Back Up For Win 95	[illegible]
ArcServe For Win NT [illegible]	279
ArcServe For Win NT v6.0 Single [illegible]	[illegible]
ArcServe For Win NT v6.0 Enterprise	[illegible]

Seagate

TapeStor Travan [illegible] Tape Drive	[illegible]
TapeStor Travan [illegible] TR3 Tape Dr.	[illegible]
TapeStor Travan [illegible] TR4 Tape Dr.	[illegible]
TapeStor Travan [illegible]	[illegible]
[illegible] DDS 1 5.25" Tape Drive	[illegible]
[illegible] DDS 1 5.25" Tape Drive	[illegible]
[illegible] DDS 2 5 [illegible] Tape Drive	[illegible]
[illegible] TR4 Tape Dr. w/SW for Int	[illegible]
[illegible] TR4 Tape Dr. w/SW for [illegible]	[illegible]

Seagate ARCADA Back Up

[illegible]	[illegible]
BackUp Software-Novell [illegible]	[illegible]
BackUp Software-Novell Server [illegible] Users	[illegible]
BackUp Software-Novell Server [illegible] Ulld Users	[illegible]
Backup Software-Novell Server [illegible]	[illegible]
Backup Software-[illegible] NT [illegible]	[illegible]
Backup Software-[illegible] NT Server	[illegible]
Backup Software-Windows NT Enterprise	[illegible]
Backup Software-[illegible] EXCHANGE Server	[illegible]
Backup Software-[illegible]	[illegible]
Backup Software [illegible]	[illegible]

HEWLETT PACKARD

[illegible] Tape Drive	[illegible]
[illegible] Tape Drive	[illegible]
[illegible] Tape Drive	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]

ON-SITE SERVICE CONTRACT

10 HOURS [illegible]	[illegible]
20 HOURS [illegible]	[illegible]
30 HOURS [illegible]	[illegible]

Novell SERVER PENTIUM PRO

PENTIUM PRO 200	$2,199
PENTIUM PRO [illegible]	$1,859
Pentium-200	$1,599
Pentium-166	$1,399
Pentium-133	$1,[illegible]

[illegible] 1.44 Floppy Drive, [illegible] VGA Monitor [illegible] VGA Card, [illegible] Network Card, Keyboard

NOVELL

WIN NT SERVER Pentium PRO

PENTIUM PRO-200	$2,399
PENTIUM PRO-180	$2,059
Pentium-200	$1,799
Pentium-166	$1,599
Pentium-133	$1,399

[illegible] 1.44 Floppy Dr. [illegible], Build-In FAST [illegible] Card, PCI Super VGA Card w/ [illegible], Keyboard PCI Combo Network Card, [illegible]

hp NETSERVER Pentium PRO

E30 P133 w/[illegible](D4274A)	$1,799
E30 P166 w/[illegible](D4276A)	$2,099
LC P166 w/32MB(D4256A)	$2,699
LH + P166 w/32MB(D4251A)	$6,839
LH PRO 200 w/32MB(D4849A)	[illegible]
LXE PRO 200 w/[illegible](D4972A)	$13,999

IBM PC SERVERS

[illegible] P166 w/[illegible]	$2499
SERVER P166 [illegible]	$5199
SERVER PRO 200 w/32MB	[illegible]
[illegible] P166 w/[illegible](8641[illegible])	$9499

NOVELL/NT WORKSTATIONS

PENTIUM PRO-200	$1,899
PENTIUM PRO-180	$1,659
Pentium-200	$1,299
[illegible]	$1,099
Pentium-133 [illegible]	$ 899

[illegible] 1.44 Floppy Drive, [illegible] FAST [illegible] PCI Card, PCI Super [illegible] Card, [illegible] Keyboard, [illegible]

LOCAL / WIDE AREA BUSINESS COMPLETE NETWORK SOLUTIONS

We specialize in the following areas:
1 Complete Novell NetWare Installation
2 Network Cable Installation
3 On-Site Service [illegible] Training
[illegible] Network [illegible] Contracts
[illegible] Novell Certified Engineers On-Site

WEB SITE: www.binomialsys.com

"All prices are subject to change without prior notice"

things to be squeezed out of a schedule that's too jammed with responsibilities and chores.

Spending less time in travel leaves more time for basic family togetherness—helping the kids with their homework or games, enjoying meals together more frequently, [illegible] taking time just [illegible] be with a spouse.

Telecommuting effortlessly creates many new and exciting opportunities to put family time back into your days.

• Home Cooking

Whether they prefer to cook [illegible] eat a home-cooked meal, telecommuters frequently point to home cooking as one of the most enjoyed pleasures they derive from eliminating physical commutes. The extra time required to travel to and from the office often crowds out the time and energy needed to do the shopping and food preparation that's [illegible] integral part of home cooking, and sometimes even cuts into the time available to just sit down and enjoy a meal of this kind.

• Self-Scheduling

While most telecommuters are asked to be available during certain "core" working hours, nearly every telecommuter has the tools and the flexibility to do some or all of their work any time of the day or night they prefer. For example, computer programmers and data keypunchers can start work after midnight, if they wish. Analysts and writers can work for a minute or [illegible] hour whenever they light up with an inspiration or a new thought. Numbe crunchers or theoreticians can keep working o a detailed task or a complex problem until the complete it, regardless of when they start o how late they stay at it.

> *Telecommuters frequently point to* ***home cooking*** *as one of the most enjoyed pleasures they derive from* ***eliminating physical commutes.***

Because of this flexibility, a telecommut analyst who puts in two hours of wor after dinner doesn't have to begin wor the next morning precisely at 8 or 9 am and a telecommuting number cruncher who works until 9 or 10 pm can legi mately take three hours during the after noon to attend a daughter's soccer game.

Not surprisingly, telecommuters report this freedom to schedule their own time is one of the most satisfying benefit they receive from this new mode of work.

Making The Transition To Telecommuter

One of the biggest obstacles that people face o the road to becoming successful telecom

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Telecommuting *continued*

muters is usually the transitional phase most new telecommuters experience during their first few months of working away from the corporate office.

Like a new driver or a new parent, a new telecommuter faces many practical, emotional, logistical, and strategic concerns to which they attached little or no importance until now. Coping with all these issues for the first time, and simultaneously balancing them into [illegible] satisfying work/life style, understandably requires a certain amount of elapsed time, plus a good deal of practice and attention to the details.

Fortunately, concerned employers and supervisors or managers of new telecommuters can ease some of the difficulties of this transitional period by taking a few simple steps. These include:

• Ask About Problem Areas

It's plain common sense that problems kept in the dark tend to fester, and generally create more difficulties requiring lengthier and more costly solutions than problems openly discussed and thereby given earlier attention and treatment.

So it should be no surprise that the best way to deal with any difficulties that arise while making the transition to telecommuting is to catch them early. This requires some effort—formal or informal—to inquire about problems and to follow up on the answers received.

• Connect Results To Telecommuting Efforts

A good way to reduce the distress of particular telecommuting problems is to put them in context. And the best context [illegible] usually based on the results the individual is obtaining directly from his or her telecommuting.

What you're saying to telecommuters, in other words, is something along the lines of: "Sure, you're having problems adjusting to your new telecommuting schedule. But look how much more you've achieved, how much time and effort you've saved, and how much more time you're able to spend with your family—all [illegible] a result of your telecommuting."

Hanging in the air is the unspoken questio[illegible] "Aren't these problems worth the wonderful results you're achieving?" Telecommuters nearly always feel the answer is in the affirmative.

• Ease The Dislocation Problems—Both Ways

Because telecommuting creates extra "transitions" during the week—not just between home and work or work and home, but also between working at work and working [illegible] home, as well as between working at home and not working at home—the average telecommuter normally faces a few new and potentially daunting experiences during the work week.

You can ease the transitional problems of new telecommuters by making some of these experiences less intimidating.

For example, take steps not to let telephone messages or in-box materials pile up for telecommuters while they're working outside th[illegible] central office. When this happens, the piles of paperwork create a major barrier to productivity—both practical and psychological—every time the telecommuter returns to his or her office desk.

Instead, see if you can't arrange to forward messages to the telecommuter as they come in. And if it's not practical to ship in-box materials to the telecommuter, perhaps you can organize some kind of buddy system between two telecommuters doing much the same work [illegible]

continued on page 230

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The Enigma Of JavaScript

What It Is—And A Good Book For Dealing With It

I never thought the day would come in which I would genuinely need to know something about JavaScript. And yet, a few weeks ago, there it was.

JavaScript is the language invented by Netscape for programming interesting things into Web pages. The HyperText Markup Language (HTML) that is used for Web pages is [illegible] good tool for page layout, but it is not a programming language.

Somewhere along the line, the commercial browser manufacturers (chiefly Netscape and Microsoft) reasoned that a browser that could render HTML and execute scripts embedded in Web pages would be more useful for business applications than a browser that only rendered HTML.

> **Somewhere along the line, the commercial browser manufacturers (chiefly Netscape and Microsoft) reasoned that [illegible] browser that could render HTML *and* execute scripts embedded in Web pages would be *more useful* for business applications than [illegible] browser that only rendered HTML.**

Allowing executable scripts to be embedded in Web pages is an excellent idea. Web pages become more versatile and the convenience of scripting languages brings Web programming within reach of anyone who creates a Web page (which [illegible] almost everyone).

For various reasons, both Netscape and Microsoft invented scripting languages for their respective browsers: Microsoft's entry [illegible] VBScript (Visual Basic, Scripting Edition) and Netscape's offering [illegible] JavaScript.

JavaScript comes into the world with a couple of things against it. It is easy to be biased against a language that was invented by a company: Can any "corporate" language really be [illegible] useful as [illegible] language invented by a group of programmers trying to solve concrete problems?

JavaScript also suffers from a completely gratuitous invocation of "Java" in its name. JavaScript has nothing whatsoever to do with the Java language; any syntactic similarities are largely incidental, and JavaScript doesn't use the Java execution environment.

Whether you fall prey to these biases or not, there are times when it's a good idea to know a thing or two about JavaScript, either to write scripts of your own or simply to be more knowledgable about other people's scripts that will [illegible] on your desktop when you browse the Web.

Exploring JavaScript

In fact, the Web ought to be the perfect place for this kind of learning. When the need to know something about JavaScript arose, I started out with the JavaScript Guide at Netscape's Web site *(http://home netscape com/eng/mozilla/Gold/handbook/javascript)*.

The Netscape guide is okay, but [illegible] didn't suit my needs [illegible] the time. [illegible] quick tour of several East Bay bookstores followed. There are quite a few books about JavaScript, and they are generally long on examples and short on facts—great for introductory knowledge, but not so good for details. Unfortunately there was a pressing need to get to details, so I made do with Web resources until, [illegible] few days later, a copy of David Flanagan's *JavaScript: the Definitive Guide*, 2nd Edition, (O'Reilly & Associates) arrived.

Flanagan's book is [illegible] large (650 pages) and excellent piece of work that explains [illegible] detai what JavaScript is and how [illegible] use it.

The material [illegible] divided into three sections. One describes the language and its syntax. The second section describes "client-side JavaScript"—the practical business of how JavaScript interacts with Web browsers and HTML. The third section [illegible] an extensive reference manual for JavaScript objects, methods, functions, arrays, and properties.

JavaScript is, in many respects, a lightweight language (though it would be incorrect to assume that it's easy to learn or that it has no interesting subtleties). A simple example of a JavaScript program embedded in [illegible] HTML page appears in Figure 1. The JavaScript [illegible] this example is the single line

```
document.write('Hello, World!');
```

which inserts the string 'Hello, World!' into the page.

continued [illegible] page 5

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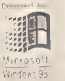

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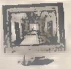

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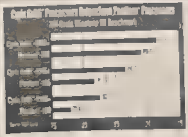

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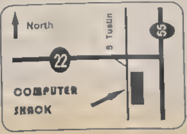

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○ 200 ○ 180 ○ 166 ○ 150 ○ 133 ○ 120 ○ 100 ○ 90 ○ 75 ○ 66

BUS TYPE ○ PCI ○ VLB ○ EISA ○ ISA

[illegible] ○ 64K ○ 128K ○ 256K ○ 512K

RAM: ○ EDO ○ 2MB ○ 4MB ○ 8MB ○ 16MB ○ 32MB ○ 64MB ○ 1[illegible]

MONITOR: ○ SVGA ○ VGA ○ MONO ○ 26 DPI
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FLOPPY DRIVE: ○ 1.44MB and/[illegible] ○ 1.2MB

FAX MODEM: ○ Internal ○ External ○ 33600bps ○ 14400bps ○ 28800bps

OPERATING SYSTEM NEEDED: ○ Windows 95 ○ OS2/Warp ○ Win NT ○ Mac ○ UNIX ○ DOS/Windows 3.11

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UNIX *continued from page ■*

JAVASCRIPT 'HELLO, WORLD!'

```
<HTML>
<HEAD>
<TITLE>Hello World JavaScript</TITLE>
</HEAD>
<BODY>
The script will complete this page.<P>
<SCRIPT LANGUAGE="JavaScript">
 document.write('Hello, World!');
</SCRIPT>
</BODY></HTML>
```

Figure 1

JavaScript ■ nominally "object-oriented." The example in Figure 1 shows the invocation of method named "write" belonging to the "document" object (the HTML document currently loaded). But JavaScript doesn't have a formal notion of "classes" or "types" that define the structure of objects. A JavaScript object is basically a data structure with named elements and methods.

An interesting feature of JavaScript is the ability to define functions that are invoked by ■ user's interactions with an HTML page. Figure 2 shows an example of defining a function to be run when the user clicks ■ button on a form.

Flanagan points out that one of JavaScript's subtleties is its handling of functions. In JavaScript, functions are a datatype, and consequently

CALLING ■ JAVASCRIPT FUNCTION FROM A FORM

```
<HTML>
<HEAD>
<TITLE>'Hello' Button </TITLE>
<SCRIPT LANGUAGE="JavaScript">
function hello(form)
{
 alert('Hello, World!');
 return;
}
</SCRIPT>
</HEAD>
<BODY >
<FORM action="" method="POST">
<INPUT TYPE="button" VALUE="Hello"
onClick="hello(this.form)">
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Figure 2

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UNIX *continued*

it's possible to assign functions to variables and arrays.

The JavaScript Language is heavily influenced by its run-time environment. No one would think of creating a generic programming language that could not perform simple file manipulations. Because JavaScript programs are delivered and run behind the scenes, however, the file manipulation features that other languages take for granted are a substantial security risk, and consequently JavaScript has no facilities for opening, closing, reading, or writing files.

Where *JavaScript: the Definitive Guide* really shines is in its discussion of client-side JavaScript. There are detailed discussions of how JavaScript programs represent and interact with the run-time environment that consists of the browser, its windows, the documents (including images and forms) in the windows, and plug-ins or applets that may be available.

In addition there are good discussions of both the JavaScript security model and browser compatibility issues (including techniques for coping with browsers that either don't understand JavaScript at all or implement earlier versions of the language). The use of Netscapes "LiveConnect" framework to allow communication between Java programs and JavaScript is also discussed.

One very desirable feature of *JavaScript: the Definitive Guide* is the way it's written and organized. This book resists the trend of breaking up content into chapters and sidebars and tips and warnings. Instead, what Flanagan has written is a single-threaded narrative that has a clear outline and a good index. Consequently, this one book is useful for both prolonged study and for looking up individual topics. ■

Flanagan's book is a large (650 pages) and excellent piece of work that explains in detail what JavaScript is and how to use it.

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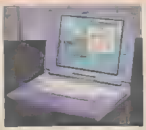

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Somehow Rome and its legions always come to mind when I open [illegible] new Microsoft product. I have never seen one that is dazzling for its beauty or its concept, but I know it will conquer nevertheless. Case in point is Microsoft Office 97 for Windows. The professional edition arrived recently, and I have been putting it through its paces.

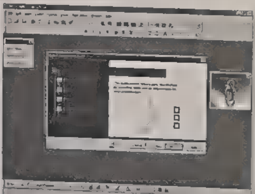
It did take a lot of room, but it was not hugely bulkier than Office 95. It wants between 79 and 191 megabytes; typical installation is 121 MB, they tell us. For that investment of hard-disk space you get MS Word 97, Excel 97, PowerPoint 97, Microsoft's database Access 97, and [illegible] personal information manager and email application called Outlook. They also include [illegible] new mouse (free!), and a copy of Internet Explorer.

Bill Gates would really like you to use the Internet Explorer, as internet browsers are the only part of the known world over which the imperial banner does not preside. There is also a minimal version of the Microsoft Bookshelf, with the excellent American Heritage Dictionary, The Columbia Book of Quotations, and Roget's Thesaurus. With this package, you could easily run a business.

A Few Aggravations

There is some sign of the sort of infelicities that beset Word 6, problems I can only guess [illegible] from [illegible] rush to get to market. The bugs were corrected in Word 7, the version that shipped with Office 95. But now there are odd problems for the upgrader from Office 95 to Office 97. Here are four of them:

• First, it seems slower, and it takes longer to load than did Office 95. My documents also take longer to open and save than they did with Office 95.



Office 97 is full of intelligent agents. There are wizards to guide you through difficult projects. There are Word auto-functions to correct grammar and spelling, to format, to apply styles—even to help create a letter.

• When I opened the new version of Word, I discovered that all my carefully constructed tool-buttons had been dismantled and stacked. The work area of the screen had been reduced to less than ten lines. I swore a bit, and rearranged the toolbars. At least my macros [illegible] worked.

• When I tried to [illegible] the help file for Visual Basic for Applications, I found it had not been installed on my machine by the installation program.

• My favorite add-in, Endnotes, no longer worked. It turns out that in order to get Endnotes to work with Office 97 I will have to buy an update. I found it odd that Niles, the maker of Endnotes, did not have an update ready when Word 97 came out, so I called them to discover why. I asked the technician if Microsoft had given them the help and information they needed. The technician went away and came back to say, "No comment."

New And Improved

There are some new things of value in Office 97, but one does not see them right away.

There are incremental improvements in a large number of utilities. The auto-correct function now will recognize multi-word errors—a blessing for those of [illegible] who type "int he" for "in the." In Office 95 the Spelling Checker worked as you typed, but now the Grammar Checker does as well. It is a bit like having one's third-grade teacher looking over one's shoulder, but useful. Spelling errors are underlined in red, and grammatical problems are underlined in green.

These functions are part of a movement we foresaw in our predictions for 1997: the coming of intelligent agents. Office 97 [illegible] full of them. There are wizards to guide you through difficult projects. There are Word auto-functions to correct grammar and spelling, to format, [illegible] apply styles—even to help create a letter.

There are agents in each of the Office applications. The best known is the little wizard called "the Office Assistant" who sits in the corner of the screen and offers helpful hints. He or she—what is the gender of an animated paperclip?—is based on research by Microsoft and by

continued on page 63

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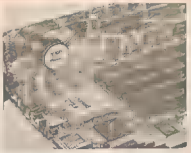

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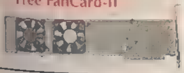

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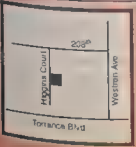

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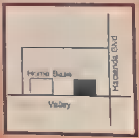

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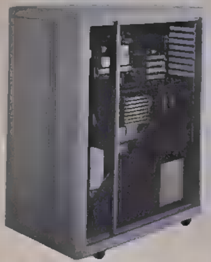

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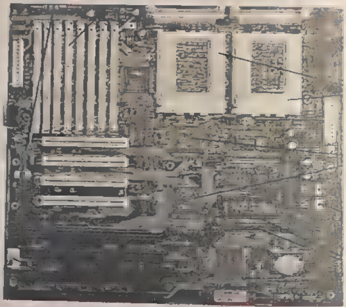

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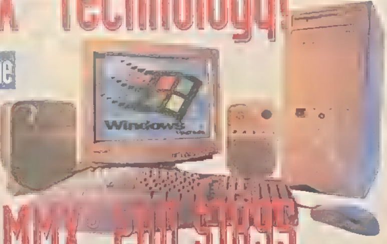

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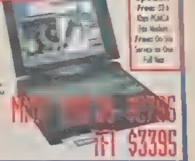

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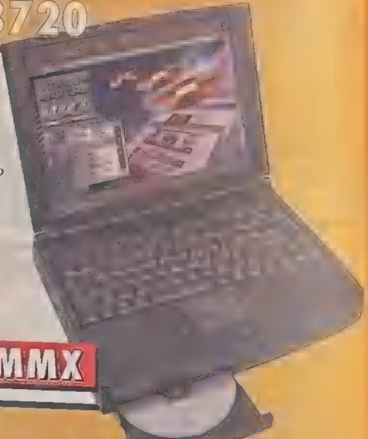

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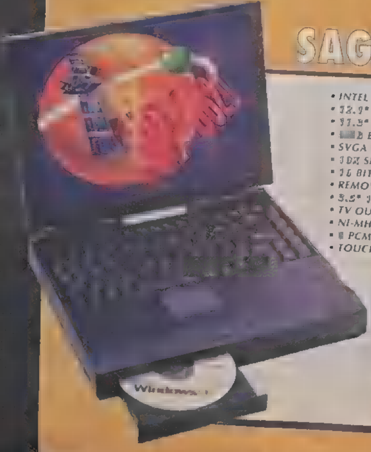

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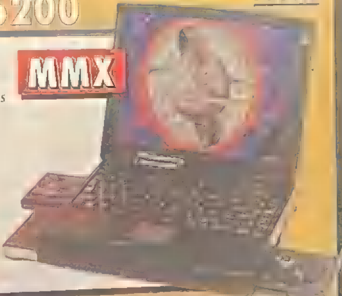

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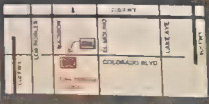

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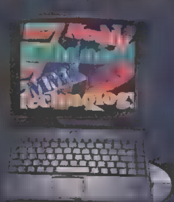

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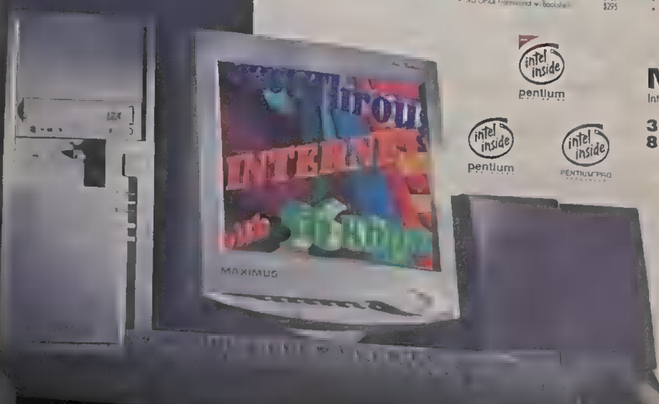

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Small Office/Home Office

continued from page [redacted]

Nass and Reeves at Stanford. If you seem to be lost, the wee beast will offer advice. You can also click on it to get information, and the agent reappears any time you click the F1 key for help. It can (mercifully) be turned off.

The agent [redacted] supposed to be able to give one-answers to natural-language questions, but it is not yet very good at it. When I asked, "How do I turn you off?", I got information on eight topics but none about dismissing the wizard.

Though annoying, I suspect these little animations are the forerunners of many agents we will soon see in programs and on the Web. They are part of [redacted] move to give programs more autonomous intelligence. They help us to move through whatever process is at hand without having to use menus and buttons.

Some of the little agents can be customized, which makes them genuinely useful. Although one can also turn most of these agents off, they are going to be more and more common in desktop software and on the Internet. We might as well get used to them.

There is also a collection of new and revised tools. My favorite are the graphics tools in Word 97 that allow you to create most of the simple illustrations you might need in a document. There are basic shapes (polygons, arrows, flow-chart items) and free-hand drawing tools. There are also ways of three-dimensionalizing objects on the page, with controls over lighting, shadow and color. As you can save your documents in HTML format, you may find yourself using MS Word for much of your Web page design.

Outlook

As a writer I use my word processor most, but close behind are my email software and my personal information manager. These are currently Netscape Mail and InfoSelect.

The Redmond Legions want those niches, and have fielded Outlook in [redacted] attempt to capture them. It is an integrated email/calendar/contact-manager that wants to handle all of your communications for you. It [redacted] an inspired idea, and, if done right, could become the centerpiece of an office [redacted]

But I found Outlook fussy and difficult [redacted] use. It declined to recognize that I had Netscape installed, and huffily announced that there was [redacted] browser available to see [redacted] incoming mail [redacted] HTML format. It was slow and awkward to [redacted] appointments in the calendar and task-list. When I could not find any way to import my address-book from Netscape mail, I returned to my customary software.

Microsoft has tried in each edition of Office to make a killer Personal Information Manager. In Office [redacted] there was the Scheduler; Office 97 has Outlook. They are getting better at it, and might succeed in the next iteration.

Excel

Excel, on the other hand, is irreplaceable. It has mastered the marketplace just because it is so

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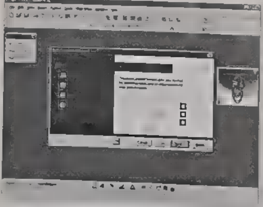
good, and seems to get better with each successive version.

This time a great deal of attention has been paid to "pivot tables," which is Excel jargon for cross-tabulations. You can take an Excel database and create a summary by any available criteria: region by month, or item by salesperson, and so on.

One of the wizards provided by Microsoft will guide you through the creation of a pivot table. I was able to extract vital information out from an old database with this feature in Excel. It took less than two minutes with the Pivot-Table Wizard.

PowerPoint

PowerPoint also retains its market dominance just by being very, very good. It allows you to build presentations in short order.



Microsoft has recognized that many people are occasional users of PowerPoint, people who suddenly must make a presentation and have never laid hands on presentation software before. PowerPoint's wizards greet them when they open the program and offer to conduct them all the way through the process. I tried working with the Auto-Content Wizard, and it really did take me from start to finish in a simple presentation. The Office Assistant helped me find how to do one thing that was not obvious. Dale Carnegie's tips are built in, so you have advice on organizing your presentation.

Access

Access (which is available in the Professional edition) has become one of the standards of the database world simply because of the might of Microsoft, but it has never struck me as particularly easy to use. It comes in this edition with [illegible] family of new agents, including the Office Assistant.

Curious to see if the new wizards would facilitate things, I tried it on a data-conversion problem. I discovered that I could not make the conversion without extensive programming. Ah, well. Perhaps the truly easy-to-use Access will also appear in the next edition of Office. Access does have the ability to save its results as HTML tables, and it now has facilities for publishing to the Web.

To Buy Or Not To Buy?

Is it worth getting Office 97? It is probably not worthwhile for the average user of Office 95. The improvements are significant, but I would not spend the money and time for what is basically [illegible] polishing of the brightwork.

But there are two groups who might want to buy Office 97: new users and developers. If you [illegible] a user of another product and want to jump [illegible] Microsoft, they have made the price attractive for you. You can upgrade many rival suites or from rival word processors, databases, presentation programs or spreadsheets—Microsoft's PR firm mentioned Wordstar and VisiCalc 1.0 to me on the phone—to Office for $249 and to Office Professional for $349. These are list prices, and the prices may be a bit lower at retail stores. The bad news is, if you have Office 95 and did not buy it in the last six months, it will cost you the same $249 or $349 to upgrade.

If you [illegible] [illegible] developer, Office 97 has truly significant new integration tools. Visual Basic for Applications has arrived. It is now possible to program the applications, singly or in concert, to do exactly what you want. We have reviewed "superapplications" for Windows several times in the past years, and this summer we will take a look [illegible] what VBA makes possible.

Return Of The Dragon

Two months ago I wrote a review of DragonDictate, software for Windows that allows you to dictate text and to otherwise control [illegible] computer with voice alone. I said that it was extraordinarily vulnerable to sound-card incompatibility, and that therefore it had not worked for me.

A couple of readers wrote in and said it worked for them.

One reader from Berkeley was quite wroth with me, and suggested that I had not adjusted my microphone, had not read the manual, and had not talked with DragonDictate's tech support. Not so. I spent hours with the manual, and talked at length with Dragon Systems Tech Support. I adjusted my microphone level with software controls. I also changed microphones twice, once to a broadcast-quality mike of my own, and once to [illegible] alternate provided by the Dragon Folks.

John Oram, [illegible] custom-system designer [illegible] Sacramento also wrote. I excerpt and rearrange what he said below, with his permission.

"Read your 02/03/97 Business Solutions column in *MicroTimes* about DragonDictate. I have been using DragonDictate for about 2 years... I use DragonDictate because of RSI (Repetitive Stress Injury). I can still use the keyboard, but not for more than about [illegible] hour per day...I also have sold DragonDictate to various clients.

"Your difficulties were not unusual. Hardware problems because of soundboard compatibility is the #1 problem with DragonDictate...

"DragonDictate's tools are NOT well-documented in the manual(s) provided. Dragon Systems still suffers from being a research & development technology company, not a marketing organization...

"In Sacramento we have an excellent DragonDictate dealer, Michael Moser at EXAQ Micro Services. Michael has been selling DragonDictate for over four years. EXAQ has [illegible] full-time training facility and [illegible] trainer who also goes on-site...

"Usability of DragonDictate [illegible] directly related to TRAINING. That fact [illegible] the most overlooked thing by columnists like yourself. The people at Infoworld did a comparison last year of the three speech-to-text products. Their testers were not able to produce a rough draft of a column within [illegible] two-week time frame. I think they could have, had they had proper training.

"...To the best of my knowledge, NO publication has had their staff trained by an EXPERIENCED installer for any of the speech-to-text products DURING the evaluation period. Without PROPER TRAINING, ALL the speech-to-text products will give less than satisfactory performance...Often showing less than 10% to 15% of what the products are actually capable of doing.

"The reason I recommend Michael Moser at EXAQ Micro Services is because he actually

continued on page 68

GALAXY OF VALUES

POWER GAME [redacted]

- INTEL Triton III [redacted]
- [redacted] Pipeline [redacted] Cache
- 8MB RAM
- 1.6GB EIDE Hard Drive
- [redacted] Floppy Drive
- [redacted] IDE CD-ROM
- 64-Bit PCI Video Card, w/1 [redacted]
- 32-Bit, Sound Blaster Compatible
- 33.6 Fax/Data [redacted] w/Voice
- Mini-Tower [redacted] 4 Drive Bays)
- 60-Watt, Multimedia Stereo Speakers
- Windows 95 Keyboard
- 3-Button [redacted]
- **14" [redacted]I Monitor (.28)**
- 1997 Educational [redacted] Game Package 31
  (Compton Encyclopedia, CD Deluxe, The Animals, Zodiac Ultimate Game Pack)

CYRIX 6x86 P-150+	$919
CYRIX 6x86 P-166+	$959
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- 16MB [redacted]
- 1.6GB EIDE Hard Drive
- [redacted] Floppy Drive
- [redacted] IDE CD-ROM
- 64-BIT PCI Video Card, w/2 [redacted]
- 32-Bit, Sound [redacted] Compatible
- 33.6 Fax/Data [redacted] w/Voice
- Mid-Tower (w/230-Watt [redacted]
- 200-Watt, Multimedia [redacted] Speakers
- Windows 95 Keyboard
- 3-Button Serial [redacted]
- **15" Digital Monitor (.28)**
- 1997 Educational & Game Package 31
  [redacted] Encyclopedia, CD [redacted] The Animals, Zodiac [redacted] Pack)

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- 1.44 Floppy [redacted]
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- 33.6 Fax/Data Modem w/Voice
- Full-Tower (w/250-Watt P/S & 6 Drive Bays)
- 500-Watt Swivel Speakers w/Sub-Woofer
- Windows 95 Keyboard
- 3-Button Serial Mouse
- **17" Digital [redacted] (.28)**
- 1997 [redacted] & [redacted] Package 57
  (Compton Encyclopedia Early Work 4.0, My Talking Dictionary, Zodiac 50 Game Pack, CD Deluxe)

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NOVELL & [redacted]

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- [redacted] RAM
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- 1.44 Floppy [redacted]
- 8X IDE CD-ROM
- 64-Bit PCI VideoCard w/1MB
- Mid-Tower (w/230-Watt P/S & 3 Drive Bays)
- Windows 95 Keyboard
- 3-Button Serial Mouse

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- [redacted]
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- 64-Bit, PCI Video Card w/1 MB
- [redacted] P/S & 4 Drive Bays)
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- 3-Button Serial Mouse

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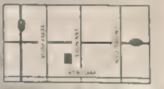

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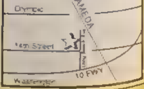

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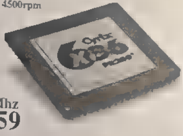

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Small Office/Home Office

continued from page 64

uses DragonDictate. Michael's wife & EXAQ's office manager, Becky, was forced to find an alternative to keyboarding five years ago. She was a medical transcriptionist and got RSI. Her income was threatened.

"Becky started with DragonDictate for DOS. She immediately found the same problem everyone has with speech-to-text; an initial decrease in work output. But when Becky learned to use 'voice macros' and the application's macros, her productivity increased to its original level and often exceeded by 10% to 30% her old level of output. That meant she made more money, because medical transcriptionists are paid for volume of output.

"From that personal experience EXAQ Micro Services has developed an efficient training system that is hands-on. You are trained on both DragonDictate and how to effectively use your application's shortcuts. Without using this combination, speech-to-text is going to be a pain to use. Frustration will set in and you will find all the flaws in the individual products.

"I admit to being partial to DragonDictate. However, I have used both the other systems (Kurzweil & IBM's OS/2 product)...Both of the groups who tried selling me the other systems did not use their products for daily office procedures.

"I will be the first to admit that it takes time to set up the application micros and then the voice micros to make [illegible] new application speech-to-text aware and work properly...However, I am using DragonDictate with several applications that Dragon Systems says won't work, simply because I took the time to get trained on how to use ALL the tools in DragonDictate."

Thank you, Mr. Oram. It is clear that the Dragon has users who love it. May I repeat the suggestion with which I closed the original column? If you are considering buying DragonDictate, call their technical support first [illegible] be sure that your sound card will work with it. ■

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Getting Credit Where Tax Is Due

New Rules For Software/Hardware Development Tax Credits

Hallelujah, the Small Business Job Protection Act of 1996 was signed into law last August. Its provisions, plus concurrent tax legislation, represent the broadest sweep of legislative changes affecting the Internal Revenue Code since it was all shook up in 1986. Among provisions having major impact on the computer industry are amendments to the Section 41 credit for increasing research activities, commonly known as the R&D credit.

The new rules are generally beneficial to the computer industry, and to start-up software companies in particular. Indeed, the changes were lobbied for by the Software Publishers Association (SPA) and numerous small business trade associations. The rules also benefit companies which are not in the computer industry, but that hire programmers to develop software for internal use.

SPA president Ken Wasch affirmed, "The R&D Credit helps provide these companies with the capital needed to fund projects that allow them to maintain their competitive edge."

A taxpayer must engage in "research and experimentation" to be eligible for the R&D credit. The eligibility requirements are complex, but both hardware and software development costs often qualify

Who Gets It

To be eligible, research must be undertaken for the purpose of discovering information that is technological in nature, the application of which is intended to be useful in the development of a new or improved business component of the taxpaying company Consistent with the legislative history, "business component" is defined to include computer software. The research must be conducted within the United States, and must pertain to functional aspects, performance, reliability, or quality of the business component.

The legislative history clearly recognizes that the cost of developing software for sale to others may be credit eligible.

The eligibility of internal use software, however, is murkier. The law says that research behind computer software which is developed by (or for the benefit of) the taxpayer primarily for internal use is generally not qualified research, and hence not credit eligible, "except to the extent provided in regulations." Although the rule was introduced in 1981, regulations expressly addressing internal use software have never been issued.

The closest guidance comes in [illegible] 1986 Congressional conference report. Such reports help courts understand Congress's intent, but are not legally binding. The report explains that the rule should be construed such that internal [illegible] software [illegible] are eligible only if, in addition to satisfying the general requirements for credit eligibility, the taxpayer can establish that the software 1) [illegible] innovative, 2) involves significant economic risk for development, and 3) is not commercially available for use by the taxpayer.

The Small Business Job Protection Act of 1996, plus concurrent tax legislation, represent the broadest sweep of legislative changes affecting the Internal Revenue Code since it was all shook up in 1986.

In 1994, regulations were issued having [illegible] do with the year in which R&D costs may be deducted. Legal commentators have opined that these regulations made it clear enough that software developed for internal use can qualify for the R&D credit.

The 1994 regulations also clarify that credit eligibility depends on the nature of the research activity—rather than the nature of the product or improvement being developed In the case of internal use software, what matters is that the software design be new and experimental, rather than the use to which the software is placed.

Within the past couple of years, it has become fairly common for software developers to claim the credit.

1996 Changes

With the 1996 tax act, Congress created the Alternative Incremental Credit. A taxpayer may elect to forgo the standard method of computing the credit (discussed below) and instead elect an alternative computation.

This is [illegible] one-time deal. If you would benefit from the election but fail to make it in your first tax year beginning after June 30, 1996, you can't make it later on But if you do make the election, be prepared [illegible] live with it. Unless the IRS

continued on page [illegible]

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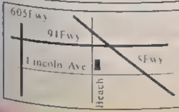

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continued from page 70

grants you special permission to revoke, the election will remain in effect indefinitely.

In order to decide whether or not to make the election, you'll need to compare results of the standard computation with those [illegible] the new alternative computation, and estimate how the two results would compare for your business this year and for however long into the future Congress decides to make this credit available.

First, the credit [illegible] computed so as to reward increasing research activities—that is, research efforts in excess of what had been undertaken in the past. The computation involves a comparison of the ratio of qualified research spending to gross receipts for the current tax year with that ratio in prior years. Thus, for example, [illegible] software company may qualify for the credit even if its development costs are declining, if revenues have declined at a greater rate.

Under the standard computation, the research credit is generally equal to one-fifth of the amount by which a taxpayer's qualified research expenditures exceed its base amount for that year. For a start-up company, the base amount is 3% of its average gross receipts for the four preceding years.

Importantly, that 3% figure is low. It allows start-ups to claim a large credit. For companies that [illegible] not start-ups, the base amount [illegible] be [illegible] high [illegible] 16% of the average gross receipts resulting in a comparatively small credit, [illegible] none [illegible] all.

> *The R&D credit is not established as a permanent feature of the tax landscape. Absent [illegible] act of Congress, the credit will expire on May 31, 1997. Another important change in the 1996 tax act is that the definition of start-up company has been expanded.*

Under the new alternative computation, the credit [illegible] determined by a different formula. The taxpayer computes different layers of research [illegible] [illegible] percent of gross receipts, which are averaged over the preceding four years. The amount of credit allowed varies with different layers.

For both the old and new alternatives, computational details are beyond what can be presented here without a doctor's prescription. Readers wanting more information can refer [illegible] Code Section 41(c)(4)(A) or see box at end of this article.

The R&D credit is [illegible] established [illegible] a permanent feature of the tax landscape. Absent [illegible] act of Congress, the credit will expire on May 31, 1997. If it does expire, in many instances the alternative incremental credit will have been more attractive because of special computational rules discussed below.

continu[illegible] on page 73

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V655F	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	1280X1024	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	$525
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[illegible]	[illegible]	[illegible]	1600X1200	[illegible]
[illegible]	[illegible]	[illegible]	1600X1200	[illegible]
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Accounting *continued from page 74*

Spreading The Wealth

Another important change in the 1996 tax act is that the definition of start-up company has been expanded. As noted above, if you qualify as a start-up, the base from which the credit is calculated is automatically set at [illegible] low [illegible] of receipts, resulting in a relatively high tax credit.

Previously, to qualify as a start-up company, a taxpayer had to have had fewer than three tax years beginning after December 31, 1983 and before January 1, 1989 in which the taxpayer had both gross receipts and qualified research expense. Under the new law, which is effective for tax years ending after June 30, 1996, the definition is expanded to also include businesses that have both gross receipts and qualified research expenses for the first time in a tax year that begins after 1983.

This expansion is a real bonanza for the computer industry. Because most hardware and software developers in business today didn't get started until well after 1983, the number of them suddenly qualifying for this benefit will be high.

> **The law says that research behind computer software which is developed by (or for the benefit of) the taxpayer primarily for internal use is generally NOT QUALIFIED RESEARCH, and hence NOT CREDIT ELIGIBLE, "except to the extent provided in regulations."**

To date, some developers may have suspected they were entitled to the credit, but figured it wasn't worth the hassle of computing their fixed-base percentage in order to claim it. Now that the fixed-base percentage is automatically set at 3% for start-up companies, the credit computation is mechanically simple after the amount of eligible expenditures is established.

The Abyss

Before President Clinton signed the Small Business Job Protection Act, the credit for increasing research activities had already expired—for the seventh time in its 15-year history. Although it was widely anticipated that the credit would again be reinstated retroactively, that turned out not to be the case. Instead, for the first time since the credit was introduced in 1981, there has been a gap in coverage. Even the new credit does not apply to research expenses incurred during the 12-month period from July 1, 1995 through June 30, 1996.

Because of this gap in coverage, those claiming the credit will need to make [illegible] special short-period calculation to exclude from the credit calculation any expenditures made while the credit was not in effect. This will add some complexity to tax return preparation. For example, for a calendar year 1996 return, you will need to isolate R&D expenditures incurred after June 30th from expenditures incurred before that date. Depreciation and amortization will need to be similarly allocated.

It will also be necessary to prorate the base amount to take the gap into account. A calendar year taxpayer will first compute the base amount as if there were no gap in coverage, and then multiply it by 184/366, because there are 184 days in 1996 after the credit was reinstated, and 1996 is a leap year.

If the credit is not extended, a similar computation will be required again in the future. The credit base amount is reduced to take into account [illegible] the credit's expirations. If you forget about this adjustment, you will wind up paying too much tax.

If you elect the alternative incremental research credit, the computation is handled differently. All qualified research expenses incurred during the first 11 months of the first tax year that the election [illegible] in effect will qualify, even if the credit had lapsed for part of that period.

The new R&D rules will benefit the small developer even more than it will the big fish. Don't expect to make a fortune off this [illegible] credit, but don't overlook it either. ■

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David's Torturous Presentation of the Two Alternative Credit Computations (monograph).

Internal Revenue Code Section 41, Credit for Increasing Research Activities

Treas. Reg. [illegible] 174-2, Definition of Research and Experimental Expenditures, T.D. 8562, 59 Fed. Reg. 50159-50161 (Oct. 3, 1994)

RESOURCES:

Small Business Job Protection Act of 1996
(Public Law 104-188, August 20, 1996)

Staff of the Joint Committee on Taxation, General Explanation of the Economic Recovery Tax Act of 1981
[illegible] 119-124

House Report No. 99-841
99th Congress, 2nd Session, [illegible] II-73 1986

"Is the Deductibility of Costs of Developing Internal-Use Software Still [illegible] Issue?"
D. Knowles and F. Parker, Jr
Journal of Taxation, August, 1995

"The R&D Credit Is Again Restored—With Changes"
Marsha Peters and Janet Wong
Taxation for Accountants, January, 1997

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Pentium® 166MHz 256K Pipeline Burst Cache PCI INTEL Chipset w/EIDE I/O	358
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Adaptec 1505 EP	78
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Adaptec PCI 2940UW	215
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EINSTEIN

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Diamond [redacted] 64 [redacted] PCI	199
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[redacted] 2MB WRAM	189
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1.44MB Floppy
2.1GB EIDE, Mode-4 Hard Drive
2 High-Speed Serial, Parallel Ports
PCI Enhanced IDE Controller
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Full-Screen Video, w/2MB EDO RAM
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Color Monitor
8-Speed IDE CD-ROM + CD Titles
16-Bit Stereo Sound Card
65-Watt Stereo Multimedia Speakers
Hi Res. Mouse, 104 Keyboard
Mid Tower Case w/230-Watt PS

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Pentium® 133MHz $1099
Pentium® 166MHz $1235
Pentium® 200MHz $1425

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Intel 430 VX Triton PCI Set
512K Pipeline Cache, Plug & Play
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2.5GB EIDE Mode-4
Hard Drive
2 High-Speed Serial, 1 Parallel Ports
PCI Enhanced IDE Controller
Diamond Stealth [illegible] PCI 3D, w/2MB RAM
Full-Screen Video
17" SVGA Digital, NI, Flat .28mm
Color Monitor
12-Speed IDE CD-ROM + [illegible] Titles
16-Bit Stereo Sound Blaster Sound Card
160-Watt Stereo Multimedia Speakers
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High Res. Mouse, [illegible] Keyboard

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Pentium® 133MHz $1455
Pentium® 166MHz $1589
Pentium® 200MHz $1779

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160-Watt Speakers
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Microsoft Mouse, 104 Keyboard
Mid Tower Case

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1.44MB Floppy
1.6GB EIDE Mode-4 Hard Drive
2 High-Speed Serial, 1 [illegible]
PCI Enhanced IDE [illegible]
Diamond Stealth [illegible] PCI 3D
w/2MB EDO RAM
[illegible] Screen Video Playback
15" SVGA Digital, NI, Flat, [illegible]
Color Monitor
8-Speed CD-ROM + CD [illegible]
16-Bit [illegible] Sound Card
65-[illegible] Speakers
High [illegible] Mouse, 104 Keyboard
Mid Tower Case

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Pentium® 133MHz $999
Pentium® 166MHz $1139
Pentium® 200MHz $1329

MMX SYSTEM #2

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Intel 430 VX Triton Chipset Motherboard
512K Pipeline [illegible] Plug & Play
32MB EDO, 60ns RAM
1.44MB Floppy
2.5GB EIDE Mode-4 [illegible] Drive
[illegible] High-Speed Serial, 1 Parallel Ports
PCI Enhanced IDE [illegible]
Matrox Mystique [illegible] PCI
w/2MB SGRAM
3D [illegible] Screen [illegible]
15" SVGA Digital, [illegible]
Color Monitor
12-Speed CD Rom + CD Titles
Sound Blaster 16
160-Watt Speakers
High Res. [illegible] Keyboard
Mid Tower Case

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Pentium® 133MHz $1239
Pentium® 166MHz $1380
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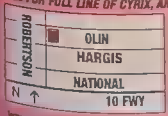

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EINSTEIN TECHNOLOGY

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[illegible] VX Triton
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64MB EDO 60ns RAM
1 44MB Floppy
4 0GB EIDE, Mode-4 Hard Drive
2 High-Speed Serial, 1 Parallel Ports
PCI Enhanced IDE Controller
Matrox Millennium 64 PCI w/4MB WRAM
3D Full Screen [illegible]
Panasonic 17" O.E.M .26mm Digital, Flat Color Monitor
16-Speed CD-ROM + Titles
Sound Blaster 32 PNP
180-Watt Speakers
Microsoft Mouse, 104 Keyboard
Mid Tower Case

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Pentium® 200MHz	$2365

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Cyrix 6x86 CPU w/Heat Sink & Fan
[illegible] 430 VX Triton, PCI Set
256K Pipeline Cache, Plug & Play
16MB EDO, 60ns RAM
1 44MB Floppy
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2 High-Speed Serial, 1 Parallel Ports
PCI Enhanced IDE Controller
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High Res Mouse, 104 Keyboard
Mid Tower Case

6x86 90+	$669
6x86 150+	$729
6x86 166+	$769
6x86 200+	$[illegible]89

CYRIX 6x86 SYSTEM #2

Cyrix 6x86 CPU w/Heat Sink & Fan
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256K Pipeline Cache, Plug & Play
[illegible]MB EDO, 60ns RAM
1.44MB Floppy
2 1 [illegible] EIDE, Mode-4 Hard Drive
2 High-Speed [illegible] 1 Parallel Port
PCI Enhanced IDE Controller
Diamond [illegible] 64 PCI, 3D w/2MB EDO [illegible]
15" SVGA, 28mm, NI, Flat, Digital, Monitor
12-Speed [illegible] + [illegible] Titles
H. [illegible] Mouse 104 Keyboard
Mid Tower Case

6X86 90+	$999
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6X86 166+	$1099
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Mid Tower ATX Case

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1 44MB Floppy
4 0GB EIDE, Mode-4 Hard Drive
[illegible] Mach 64 [illegible] w/4MB SGRAM
Panasonic 17" O.E.M. Flat, .26mm, Digital Color Monitor
2 High-Speed Serial, 1 Parallel Ports
PCI Enhanced [illegible] Controller
16 Speed CD-ROM + Titles
Sound Blaster [illegible] PNP
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MS Mouse, 104 Keyboard
U.S. Robotics 33.6 Internal Fax Modem
Mid Tower ATX Case

PENTIUM® PRO 150MHz	$1939
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PENTIUM® PRO 200MHz	$2349

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Adaptec 2940 UW PCI, SCSI Controller
4 0GB 8ms Ultra Wide SCSI Drive
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3D Full-Screen Video
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[illegible]

BY ROYAL [illegible] FARROS

The Making Of An Internet Business: Part VI

Reality Checks: Off And Running?

The iPrint Discount Printing & Cyberstationery Shop of the Future has now been open for business for what seems like an eternity in Internet time. Actual elapsed time is about two months.

Here's some great news: We're growing at 66% each month!

Here's a reality check: If you start with very little, it's pretty easy to have impressive month-to-month growth.

But here's another reality check: We haven't done any advertising yet, [illegible] the fact that we have any orders at all [illegible] amazing.

And—this is the eye-popper—we've just signed a letter of intent to fulfill business cards for a promotion with a major national bank. The business flow from this deal alone will be the largest such electronic order ever. Not hype... just real business that [illegible] only be done on the Internet.

One of the main reasons why I wanted to do this series was to discuss the ups and downs of starting an Internet business. Things were definitely looking down before the big order came up. It's time to take my marketing hat off and share with you some early observations—reality checks on some ups and downs if you will—that may put some of this Internet stuff into perspective.

Earned, Not Found

Don't get me wrong, there's no business I'd rather be involved in at this time than the Internet. The possibilities are truly amazing.

But... reality check: We're not Netscape, and probably neither are you, which means Internet business must be *earned*, not found. Just like in real life.

Getting press attention, getting customers to your site, and getting *sales* are all things you have to *work* at.

But... reality check: In contrast to traditional businesses, if you've got something that is genuinely interesting, you have [illegible] Internet community that *wants* to hear your message. This is such an advantage. And it has to be: It's the only thing keeping you warm before sales heat up.

Getting Creative

Advertising is expensive. Do we really need a reality check for this? We figured out we're not Netscape. We're not Microsoft, either, which means we can't buy our way into Internet prominence. The rest of us actually have to be, uhm, creative.

> **In contrast to traditional businesses, if you've got something that is genuinely interesting, you have an Internet community that wants to hear your message. This is such an advantage. And it has to be:**
>
> ***It's the only thing keeping you warm before sales heat up.***

(Funny aside: Just heard someone ask Bill Gates what he thought the Internet was, and he replied: "A big black hole I keep throwing money into.")

Reality check: You'll have to do some measure of advertising. Since we just started advertising, I can't share with you any real experiences with this as yet. However, what smart people tell me—and this obviously depends [illegible] your products or services—is to stay away from general banner rotations. Buying "key words" in the major search engines is the cost-effective way to [illegible]. (I should be able to share more in [illegible] month.) While creating effective banners is certainly a creative process, buying them really isn't. And it doesn't take Picasso to figure out that you should get as many free listings in search engines as possible, and [illegible] many links [illegible] other sites as possible.

Getting creative really involves taking advantage of the best source of "free" advertising [illegible] the planet: Press.

Here's one suggestion: Scour the press, find articles that relate to what you're doing, then draft a short but well-written opinion. In a useful way, introduce your site as a potential solution to whatever issue you bring up. This approach will get you more quality press attention than sending out multiple boring, three-page press releases.

Here's another suggestion: Write a series of articles involving the making of your Internet business. (Guess this idea has already been taken!)

Reality check: Press [illegible] the catalyst for all successful Internet businesses. "Use the Force"—get creative and make it work for you.

continued on page 227

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14" SVGA-NI [redacted]dp Color Monitor
33.6K Int. Fax/Modem
8X CD-ROM
16Bit Wavetable Sound Card
Hi-FI 120W Speakers
30 CD-Title Hi-Res Mouse
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104 Win95 Keyboard
Microsoft Win95 Released II CD
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Within Coverage Areas Only

$1099
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P200MHz $1499 + $195 [redacted]

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512K Pipeline Burst Cache
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2.5GB Enhanced-IDE HDD
PCI Enhanced IDE Controller
1.44MB Floppy Drive
Stealth 3D 2000 PCI 4MB EDO
15" SVGA-NI .28dp Color Monitor
33.6K Int. Voice Fax/Modem
12X CD-ROM
Sound Blaster 16 PnP
Hi-FI 120W Speakers
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33.6K V34 Int. Voice Fax/Modem
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Sound Blaster 32 PnP Wavetable
HI-FI 120W Speakers
30 CD Titles, MS Mouse
Mid-Tower Case 250W w/Door
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3 Months Free Internet Access
Within Coverage Areas Only

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[illegible]
[illegible] Mouse
[illegible] Keyboard
Microsoft NT [illegible]

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OR

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16MB EDO RAM
1.6GB Enhanced-IDE HDD
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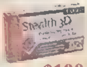

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The analysts, venture capitalists, institutional investors et al. who fill the hallways at Dick Shaffer's conferences are a notoriously tough audience. As parades of hopeful executives paint rosy pictures in their quest for funding, audiences shrewdly weigh the evidence in their never-ending search for Return On Investment. ⁂ At 1993's PC Outlook, yet another fledgling company's Acting CEO didn't talk about networking arcana or the minutiae of client-server architecture or how his business plan could not possibly fail. Instead, he fed a business card into a tube-like device, pointed out the image of said bizcard on his computer's screen, and proceeded to file it and do useful work with its contents. He extolled the glories of PaperMax, the first product incorporating breakthrough technology by a Menlo Park startup, Visioneer. ⁂ This got the audience, pockets full of bizcards, where it lived. Visioneer got its funding. ⁂ Many PaperPort devices, dozens of awards, and boatloads of testimonials later, Visioneer (*www.visioneer.com*) is a publicly-traded company based in Fremont. The combination of radically new technology, affordable pricing, and a host of industry alliances has resulted in a product line embraced by corporate and SOHO users, who use PaperPorts for everything from contact management to global faxing. ⁂ CEO Michael McConnell and marketing VP Bruce Mowery are seasoned industry veterans with experience that includes Computerland and SuperMac in McConnell's case and a lengthy stint at Apple in Mowery's. We recently paid a visit to Visioneer's corporate headquarters to see how things were going.

Going back [redacted] the technology that made the VCs' jaws drop—what [redacted] different about your technology that made [redacted] [redacted] impressive? There [redacted] scanners before, there was OCR before, but they didn't have that dramatic appeal.

Michael McConnell: I think it starts with the observation that the promise of the paperless office never happened. In fact, computers create paper. We think about a trillion pieces of paper are created each year, and most of it is created by computers.

The reason for that is there's a great interface between the computer and paper. It's called the printer, and it's a one-way street.

You [redacted] get information from your computer onto paper really easily. You can't get information from paper into your computer, period.

So the premise of the company was, how do you get information off paper into the computer? We really conceived of the PaperPort as a disk drive for paper—you put paper in, it should be as easy as putting [redacted] disk into your floppy drive.

There [redacted] certain technical problems with that—people like Xerox have been trying to solve it for years. How did you guys get lucky?

A lot of technology infrastructure came together at relatively the same time. Processing images is compute-intensive—computers are very powerful these days. Images tend to take up disk space, but a gigabyte disk drive [redacted] plenty [redacted] handle 10-, 20-, 30,000 documents, so that's no longer an issue. Communicating by sending images back and forth [redacted] a problem if you have a slow modem, but bandwidth is coming up all over—the Internet obviously extends outside the office.

The reason I think scanner companies weren't doing what we're doing is that their design point was professionals—either in insurance companies [redacted] in banks, some place where they had high volumes of documents they were processing, [redacted] else desktop publishing. In all those cases, the

Clearing The Office Paper Jam

By
Mary Eisenhart

Photos:
Tustin Ellison

person they were designing for was a specialist who did this for a living. So the issue was making it more and more sophisticated, because people would go to classes to learn it.

Our point of view was, I have a business card or a taxi receipt in my hand. When I leave this meeting, I'm going to go back to my desk, and there's going to be something I have to do right now. So if I can't process this business card in about five seconds, it's not going to get processed, it's going to go in a box.

So our design point was people who are too busy to learn and too busy to work on their paper—but if you give them a very simple system to get it into the computer, that would be valuable. Literally, you touch paper to PaperPort, it turns itself on, it grabs the paper, it drops it on the desktop, and then we interface with all the applications which you already have, and which by definition you already know how to use.

We spent a huge amount of time [illegible] the infrastructure behind getting information from our desktop into other applications, and making it simpler for people.

I think it's just something no one thought about, and a lot of things came together. Our engineers, to their credit, have done a great job of designing a product that [illegible] simple to use and really powerful.

In relatively lay terms, how does this work? Say I have [illegible] business card and I ultimately want to enter it into my FileMaker database. How hard is that?

First of all, to put a piece of paper on your desktop using PaperPort is about as complicated as putting a piece of paper on your physical desktop. You stick it in the slot: we sense it's there just like a dollar-bill changer would; we grab it. That launches the software, that deposits [illegible] on the desktop [illegible] [illegible] image. We crop it, we [illegible] it, we do [illegible] processing to it, we sharpen it up. All those things happen automatically—you could be doing something else.

Then if you want to take that image and interface it to some other application, you simply drag that image to the icon of that application [illegible] your desktop and a process starts, depending on what that application is. If it's a word processor, we'll run optical character recognition software [illegible] it, launch the word processor, convert the [illegible] into the format for Microsoft Word or WordPerfect or whatever, and you end up with that document in that application. You don't even see the OCR. You don't even know it's there unless you're looking.

With business cards you have a couple of choices. If you wanted to put a business card into Symantec's ACT, for example, you could drag it to the ACT icon. That would give you a list of names in your ACT database that you wanted to associ-[illegible] this card with. You pick the name, it attaches it, and the next time you're [illegible] that person's record you could look at their business card.

If you wanted to drop it into business card reader software, we bundle CardScan with our product. If you drag the image to CardScan, it will automatically launch a routine that OCRs the card, converts it to computer text, then makes intelligent choices about what's the name, what's the address, what's the phone number, what's the title, etc. It drops that into a database which is editable. You can look at the image of the card, or the edited text, and from there you can export that into [illegible] database through a series of filters that the company CardScan provides.

We also have [illegible] new product called PaperPort Deluxe, which is software-only and works with our scanners. It works with flatbed scanners even works with our competition's scanners should anyone have been [illegible] unfortunate as to buy one [*laughs*]. It doesn't work quite as *well* with other scanners...

If you've got any scanner and you've got PaperPort Deluxe, when you're not using your computer we will go in and OCR every document you've ever scanned. So if you want to say "Look for the press release of Gil Amelio's on Apple earnings," it will go find just those pieces of paper that say "Gil Amelio" and "Apple earnings." It'll search on every single word.

What many people are doing is just scanning business cards. [*Holding business card*] So I could search for "Mary Eisenhart," "MicroTimes," "Pleasant Hill," "Buskirk Ave." I could also search for business cards with the word "editor" on them. That takes [illegible] dragging, and it's as simple as possible.

So now there are two or three ways you could work with one kind of file, depending on your preference.

Bruce Mowery: The other thing is, there's a fuzzy logic feature incorporated.

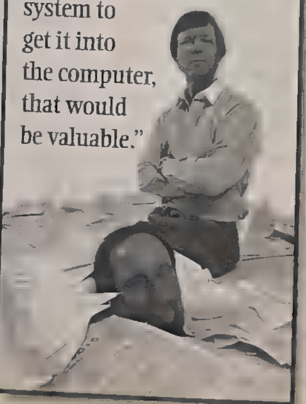
You get lots of business cards. You say, "Gee, I met with this person, I can't remember what her name was, I think it was Eisenberg." You can adjust the slider and it could come up with "Eisenhart."

Also, many times what people remember about a document is not words, it's the document itself. So apart from getting a stacked ranking from most to least in terms of the mentions of "Eisenhart," we'd also see [illegible] little thumbnail of your business card. So you could say, "Oh yeah, that's the Eisenhart I wanted, the one with that kind of funny logo." So you get visual reinforcement as well as text.

Granted that we automate this process by touching the paper to the front of the machine, and we did start with this objective of building this bridge from the analog world to the digital world—but once you get [illegible] the other side of the bridge, what's there?

We think of the scanner as just the deposit

> **CEO Mike McConnell:** "Our potential customers were people who are too busy to learn software and too busy to work on their paper—but if you give them a very simple system to get it into the computer, that would be valuable."



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box, a very elegant one, but really a means to an end, which is to get to the desktop and get real utility out of the box—as contrasted to traditional scanner companies.

Another way to express it is that scanning companies traditionally designed their product for the 2% of the market that already had one. They kept going back and reselling it. We came in and said, "What about the other 98% of the market that don't have a scanner? What could they use this technology for?"

In fact, I'd expect that a lot of your customers don't think of themselves as needing a scanner at all. They think of themselves as having a pile of bizcards they can't manage.

McConnell: Absolutely. And I claim that the PaperPort will pay for itself for someone who travels in the amount of the taxi receipts that don't get lost. Documents that got lost are now storable and retrievable.

You have lots and lots of alliances in the industry. Five years ago you were at the gleam-in-the-eye stage, and within your niche you're a household word now.

You didn't get that way all by yourselves. In order to get a piece of paper into Microsoft Word, you've got to talk to Microsoft, you've got to talk to some OCR company... So how does that work?

This is a young company, but there's a lot of experience here. I've been in the industry twenty years, Bruce has been in the industry since it started. One thing you learn is you can't do it all yourself. Whether you call it keiretsu or whatever, you need partnerships.

I remember when I first joined the company I was at a dinner with Scott Cook [founder and chairman of Intuit]. Scott was talking about this new expense account package they were coming out with called Xpensable. I said, "This is wonderful! This is perfect! You can take taxi receipts, restaurant receipts, etc., attach them to your electronic expense account, and send it to accounting. Right?"

He said, "Well, actually, no, there's no ability to attach images to the expense accounts in Xpensable." I said, "Why?" He said, "Because we do our market research, and none of our customers own scanners."

I said, "I'll make you a deal. How about, between now and next year, we will populate the world with scanning systems. You start rewriting your code."

We got engineering teams together. There was some skepticism, but they in fact saw that it was the right thing to do. From the ground up they rearchitected Xpensable, so that you can now literally take a receipt, drop it into PaperPort, drag it to Xpensable. It goes into an envelope, it's attached to your electronic expense report, and you send it off to accounting.

As a result, they probably sold more Xpensable?

Not only that, we're shipping Xpensable with every PaperPort we ship on the Windows side now.

So Scott's a happy man?

Mowery: I would hope so! [*laughter*]

McConnell: Both of our products are better now. That's really the point.

A lot of software companies we've found are on version 5 or 6 or 7 of their software, and it's crucial that they develop new functionality for the next version so they can have upgrade revenue. There's really a thirst in the industry for new functionality you can add to your software to make it more valuable. You don't want to do that unless the world is getting gradually populated with the capability to use it, but that's been our job.

Marketing VP Bruce Mowery: "We think of the scanner as just the deposit box, a very elegant one, but really a means to an end—which is to get to the desktop and get real utility."

Our job, we felt, was Get Big Fast. Our goal was to ship 500,000 scanning systems by this time; we've done that. We've got over a million and a half seats of our software now. So we're starting to get interesting as a platform for other people to build applications on top of. There are now literally small companies funding projects just to develop software that will hook into the PaperPort platform for special purposes.

For instance?

Mowery: At COMDEX Caere introduced a product called OmniPage Pro for Visioneer PaperPort. That's a very specific product. There are also things we're not in a position to announce!

We developed a little product with an outside developer called FormTyper. It allows you to scan in a form; it automatically identifies the fields, and then you can kind of tab and type. That's been an extraordinary success. We introduced that on the Windows platform last summer and recently introduced it on the Mac platform. We're vending it off of the Web—we've sold 3,000 copies in thirty days.

Those little applets, those add-on pieces of software that sit on top of the API that we either commission for development or people develop internally and then remarket through us, are potentially very successful over time.

Including Deluxe. One of the incentives for Deluxe—with a million and half seats out there, as people get more and more proficient with PaperPort, their demands go up and they want increased functionality. So we're in the process of not only selling back into our installed base but spreading that love across more products!

Are you going to come out with a Macintosh version of Deluxe?

McConnell: It's very interesting. We've done a Mac version of everything we've done; Deluxe we're not clear about because there's one set of features in Deluxe where the source we have for that technology, the indexing capability, was only available to us in Windows. Apple's working on some technology that we could make use of. We're still looking for that for the Mac, but a lot of other things are slipping into the Mac version of our standard product.

Have there been any surprises as the company evolved?

From a business standpoint there've been a number of surprises. The biggest

continued on page [illegible]

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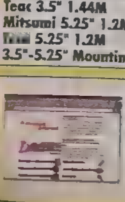

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- 104-key Win95 Keyboard & Mouse
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with Intel Pentium CPUs

[illegible] 166	$1999	Pent 166 MMX	$2149
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- 160 Watt Power Amplified Stereo Speakers
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Monitor Sold Separately (see below)

with Intel [illegible] CPUs

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[illegible] 200	$2649	[illegible]	$284[illegible]

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- [illegible] Power Amplified Stereo Speakers
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Monitor Sold Separately (see below)

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with Cyrix/IBM 6x86 CPUs

6x86-150+	$679	6x86-166+	$719

with Intel Pentium CPUs

Pentium 100	$649	Pentium 166	$829
Pentium 133	$729	Pentium 200	$999

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Monitor Sold Separately (see below)

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K5-PR75	$699	K5-PR133	$779

with Cyrix/IBM 6x86 CPUs

6x86-150+	$779	6x86-166+	$819

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- 160 Watt Power Amplified Stereo Speakers
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Monitor Sold Separately (see below)

with Cyrix/IBM 6x86 CPUs

6x86-150+	$1129	6x86-166+	$1169

with Intel Pentium & Pentium Pro CPUs

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Pentium 166	$1299	PentiumPro 150	$1399
Pentium 200	$1449	PentiumPro [illegible]	$1749
Pent 166 [illegible]	$1449	PentiumPro 200	$1849

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- Diamond Stealth 3D 2000 Graphics/4M
- 2 Hi-Speed Serial/1 Parallel Ports
- Medium Tower/230W PS
- 104-key Win95 Keyboard & Mouse
- 16X IDE CD-ROM (99ms · 2400KB/s)
- Sound Blaster Awe64 Wavetable Sound
- 160 Watt Power Amplified Stereo Speakers
- 33.6 v.34 Internal Fax Modem
- Windows 95 plus $900 Worth of Software

Monitor Sold Separately (see below)

with Cyrix/IBM 6x86 CPUs

6x86-150+	$1379	6x86-166+	$1419

with Intel Pentium & Pentium Pro CPUs

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Pentium 166	$1549	PentiumPro 150	$1649
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- 3.5" 1.44M Floppy Drive
- Diamond Stealth 3D 2000 Graphics/4M
- 2 Hi-Speed Serial/1 Parallel Ports
- Medium Tower/230W PS
- 104-key Win95 Keyboard & Mouse
- 16X IDE CD-ROM (99ms 2400KB/s)
- Sound Blaster 32 Wavetable Sound
- 160 Watt Power Amplified Stereo Speakers
- 33.6 v.34 Internal Fax Modem
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Pentium 200	$2049	PentiumPro 180	$2449
Pent 166 [illegible]	$2049	PentiumPro 200	$2549

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Novell IntraNetWare 4.11 - 5 User NOS
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$199⁹⁵

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3COM

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8 [illegible] TP (RJ45)	[illegible]
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16 Port Ethernet Hub	$279

FAST ETHERNET HUBS

3COM

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12 Port Super Stack II 100TP Hub	$1699

INTEL

12 Port Express Stackable Fast 100 Hub	[illegible]

NETGEAR BY [illegible] NETWORKS

8 Port 100TX Ethernet Hub	[illegible]
16 Port 100TX Ethernet Hub	$14[illegible]

SWITCHING HUBS

3COM

8 Port [illegible] Connect [illegible]	[illegible]

FAST ETHERNET SWITCHING HUBS

NETGEAR BY BAY [illegible]

8 Port 10/100TX Ethernet Switch	[illegible]

INTEL

[illegible]	[illegible]
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[illegible] Patch Cable/Category 5	$5.95
15 Patch Cable/Category 5	$8.95
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Per Foot/RG58 Coax	$0.50
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25' Patch Cable/RG58 Coax	$12.95
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RJ-45 Connector	$0.79
RJ-45 Connector (50 [illegible]	$35
RJ-45 [illegible] Jack	[illegible]

RG-58 COAXIAL

RG-58 Connector	$3
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RG-58 [illegible] BNC [illegible] (Ethernet)	$3

FAX SERVER SOFTWARE

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[illegible] v3.01 [illegible] - 5 [illegible]	$399
[illegible] v3.01 [illegible] - 10 [illegible]	$699

SYMANTEC

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[illegible]	[illegible]

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ArcServe [illegible] Win NT 2.01 - Workstation	$279
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ArcServe [illegible] Win NT 6.0 - Enterprise	$999

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Backup for Novell Server - 25 Users	$389
Backup [illegible] Novell Server - Unlimited Users	$499
Backup [illegible] Novell Server - Enterprise	$1099
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Backup for Windows [illegible] - Enterprise	$999
Backup for Windows NT AutoLoader [illegible]	$399
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NETWORK OPERATING SYSTEMS

MICROSOFT

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[illegible] NT 4.0 Server 5 clients	$599
Windows [illegible] 4.0 Server/10 [illegible]	$799
Upgrade Windows NT 4.0 Server/5 clients	[illegible]
[illegible] Windows NT 4.0 Server	$39
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Internet Information Server 3.0	$1[illegible]
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NOVELL NETWARE 3.12

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[illegible] 50 User	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]
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ArcServe for Win NT 6.0 - Enterprise	[illegible]

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Backup for [illegible] Server - Enterprise	[illegible]
Backup for Windows NT - Workstation	[illegible]
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Backup for Windows NT - Enterprise	[illegible]
Backup for Windows NT AutoLoader Module	[illegible]
Backup [illegible] NT SQL Server	[illegible]

NETWORK TOOLS

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RJ45/RJ11 Crimping Tool	[illegible]
RG58/62 Wire Stripper	[illegible]

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MICROSOFT [illegible]

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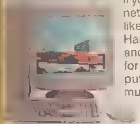

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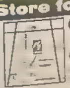

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continued from page 92

was that when I joined the company, the strategy was to use OEMs to create [illegible] market—we made scanners for HP and Compaq

I think we were all [illegible] little concerned about that, since most of the management team joined the company after that strategy was set and the contracts were signed, so we got to execute it.

The truth is, [Compaq CEO] Eckhard Pfeiffer isn't waking up in the middle of the night wondering how many scanner keyboards they sold this week, and [Hewlett-Packard CEO] Lew Platt was the same way. So in terms of creating the market, we realized that at the end of the day the only people that cared as deeply as we did was us.

Fortunately we had a board and enough money in the bank to make a big commitment to doing that. There are very few opportunities to create [illegible] market and associate your brand with that market. Xerox did it, Band-Aid did it, Kleenex did it, Coke did it—those are some nice examples of people who created [illegible] category. We're experienced enough to know that that's not easy or even necessarily probable, but we're certainly taking a good shot at it.

> **Mowery:** "Time is money in a small business. Not having to get up and walk someplace else, just being able to fax paper from your desktop, is really a profound application."

Given that, I think we're pleasantly surprised by the momentum. We're *really* pleasantly surprised by the amount of interest there is in our software for other platforms than our sheet-fed scanner. We're shipping our software on all of HP's flatbed scanners. We just announced a deal with Xerox where their networked digital copier will use PaperPort software to turn the copiers into scanners.

There's lots of other things you can do with PaperPort software, and we're migrating it onto other kinds of devices as well.

Where did this technology come from, anyway?

All here!

Whose idea was this?

A Frenchman named Pierre-Alain Cotte. He's still an advisor to us; he [illegible] in once a quarter from Germany, where he lives, [illegible] tells us what he's been thinking of

His latest brainstorm, which I love, was to envision using the Internet for sending paper, rather than using faxes or US Mail. So if you could attach documents [illegible] emails and send them around the world using the Internet, [illegible] have them come up on the monitor, [illegible] what happens [illegible] that printing becomes an option. You can turn it into paper if you want to, but you can also just read it on [illegible] monitor.

He calls this PaperPortation. Which we like.

Do you find that there [illegible] clearly defined groups who prefer reading hard copy over reading onscreen, or vice versa?

Mowery: I don't think we have any research on that. Based on personal experience, I still print out a lot of stuff because I can't read everything [illegible] my desk.

Certainly the research tells us that there will be no decrease in the number of paper documents between now and the end of the century. People [illegible] still printing.

I've found that people like us in our forties and fifties [illegible] more comfortable reading paper than screen, but people in their twenties and younger are much more comfortable with screen-to-brain, with no intervening paper. Is this [illegible] threat [illegible] your business model?

McConnell: I think so! [*laughs*]

Mowery: If you look at HP, one of their strategies is Mopying, which [illegible] basically using your printer as a copier. They love to [illegible] people to print out hard copy. I don't think there's going to be any diminishment of hard copy for a long time.

McConnell: I find that about two-thirds of what I get in email [illegible] clippings. I'll read it once, and since it's PaperPort it'll be there again if I want it, even indexed by word by the time it's all over. But the truth is, I'm probably just going to read it once and throw it away. Those kinds of documents, it's very efficient to read it and just close the message and move on.

We found an office in New York on our IPO roadshow where we discovered that they were sending documents from the tenth floor to the thirtieth floor of their building via FedEx because it got there quicker. The interoffice mail took two days

But if you sent it to Memphis and back...

It [illegible] there the next morning! [*laughter*]

How long did it take to get email from the tenth floor [illegible] the thirtieth floor? A light bulb [illegible]

Do you have [illegible] sense of whether your customers are mostly corporate, [illegible] small businesses, [illegible] individuals?

Mowery: About 75% of our customers are SOHO.

As you say, you've opened this technology to the non-specialist, and SOHO people [illegible] classic examples of people who want to do their work, not spend a lot of time learning new software. So how [illegible] they using this?

McConnell: They still have to keep the books, they have to answer letters, they have to do all of these things, and they don't have a specialist to do it for them

Mowery: We find that after they buy the product, filing and faxing come to the fore. For a lot of people, this becomes a surrogate for the fax machine.

You touch the paper to the front of the machine, it comes up on your PaperPort desktop, then you can drag it to your fax software and type in your number and away it goes. It's certainly easier than walking down the hallway, even in [illegible] small business with 25 or 30 people—hoping that the machine isn't tied up, hoping that the line isn't busy for whatever reason or that the machine actually works that day because the one person [illegible] the office who knows how to operate it isn't there.

It's a godsend. Time [illegible] money in a small business. Not having to get up and walk someplace else, just being able to do it from your desktop, is really [illegible] profound application.

McConnell: And then of course you've also filed the document because it's in PaperPort.

It's faster and simpler than using [illegible] ordinary fax machine, and it leverages what you've already purchased. You already have a faxmodem, you already have [illegible] computer, you already have a monitor.

Mowery: Our product with NetCentric [illegible] a fax solution. It has something called POPware that works with your ISP's software.

If I wanted to send something to Japan today by traditional faxing, I would have to get the Japanese phone number, figure out how to dial in [illegible] those funny international codes—it's all very confusing. Plus, when I finally do get through, I'm going [illegible] be paying some obscene long distance charge, and if only two pages go through and I have [illegible] resend them. I'm doubling my cost.

It's a very expensive proposition. In fact, I

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would submit that most businesses don't know how much they're spending on faxing, because they get one telecommunications bill. Certainly in large businesses it's been identified that [redacted] much as 50-60% of the costs of the telecommunications is related to faxing.

Wouldn't it be great if you didn't have to dial Japan? Wouldn't it be great if you were here in Fremont and you dialed your local ISP? It's fifteen cents a minute instead of $1.50 [redacted] minute. Look at the relative savings. Plus you're guaranteed a connection using NetCentric's solution. Yet another way to communicate.

The Internet, and the Web in particular, have grown very rapidly lately and pretty much changed everything. How have they changed your business?

McConnell: Several ways—one of them is PaperPortation.

It's not a precise science. There's still some work to be done about sending any kind of file from here to Boston—an Excel spreadsheet or Microsoft Word or whatever. But I do it regularly, and I would say it's a pretty reliable method of communication now, and it's free. And it's instantaneous.

Mowery: The great news for us was that the Web happened. Back to Pierre Cotte—he originally [redacted] this product as an extension of corporate email, and the strategic thrust was into large corporations using this as [redacted] extension of cc:Mail or QuickMail or whatever was there.

At that time the number of installed sites using [redacted] email system of any kind was relatively small. Therefore the customer didn't begin to understand what this solution was about. With the advent of the Web, he's in the position to see his vision fulfilled.

I think communications will come more and more to the fore as a mission-critical application, if you will, for PaperPort. It's only positive for us.

More and more small businesses are going to be creating their own Web sites. Do you want to go over here and get this very specialized flatbed scanner with virtually no software and figure out how to do that, or would you rather, as we've just described it, touch a paper to the front of the machine, bring it into Claris HomePage or something like that, [redacted] put [redacted] onto your server? All this is being done automatically without going to [redacted] specialized [redacted] of tools or outsourcing Web site [redacted]

[redacted] many [redacted] people are going to be [redacted] [redacted] create their own personalized pages for their small businesses than ever before, simply because we've simplified getting that data into your computer and putting it to work.

McConnell: 24 Hours in Cyberspace had a very sophisticated system for taking [redacted] photograph in South Africa and wiring it back to Marin County to be put on a Web site. Great system. The trouble was, there was writing on every one of those pages too. The roadblock for them was, "I've got this writeup the guy gave me [redacted] week ago, how do I get this on the Web site?"

We got [redacted] call and sent a lot of PaperPorts up to them, and they were PaperPorting this paper in, OCRing it, creating text that they could then drop on the Web site.

A lot of these kinds of things are just godsends for us. They're uses we never would have thought of. OCRing to HTML...

What would you like to do that you can't do yet?

Mowery: We think that the area of being able to share paper documents is an important one. There are some things in that regard we'd like to explore. Even the smallest businesses want to tap into [redacted] repository and pull out a document, be able to see it and put [redacted] back.

That's an interesting area for exploration—there's nothing that really does that today simply and inexpensively. There's very high-end solutions, but in the spirit of the original PaperPort, whether we could add significantly greater utility for the workgroup that's easy to install and access is a pretty interesting question, simply because more and more small businesses are networked.

McConnell: My dream come true would be if Microsoft, Adobe, Apple and a few others could get together and establish one standard for imaging so that if I sent you a document...

My EPS would open in your application!

Exactly! [*laughter*] Right now we have made it very simple to get our viewer—it's on our Web page, it's on AOL, it comes embedded with Netscape. There's lots of ways to get our viewer, but the truth is it's just silly that you need a special viewer [redacted] view anything.

Mowery: I think in that regard things like Java are especially promising—a little Java wrapper that would go around every document. You're a Mac person, I'm a Windows person, it's totally transparent, you just open the document and away we go.

McConnell: Some guy in the Defense Department got funding from the Pentagon to write a viewer for a SPARCstation because the people he was working with in the Pentagon refused to send documents except through PaperPort, but [redacted] refused to buy [redacted] Mac or a PC, so...[*laughter*] he wrote a viewer!

We made it [redacted] simple, [redacted] yet there's [redacted] kind of standard. We give you [redacted] choice—you [redacted] export [redacted] any of those file formats. You can send an Acrobat document or a TIFF or PICT, whatever. Or PaperPort. We're gradually going to proliferate the PaperPort viewer everywhere in the world, so maybe it'll solve itself by us just keeping up what we're doing, but gee.

The other thing—we don't understand why everybody doesn't have one of these PaperPorts, but the rational part of us says "Isn't it good, that this didn't happen overnight, that we're only growing 100% a year?" Because if it got too big too fast a lot of other people would be trying to jump in before we were strong enough.

Do you have serious competitors?

It's really wonderful right now—probably the [redacted] company in the market, Logitech, is addressing a different market with [redacted] color device and really no kind of software. Our second competitor [redacted] Hewlett-Packard, which of course buys from us, [redacted] that's okay.

The you've got a number of offshore competitors who said, "Oh, I see what this is, it's a cheap scanner! We'll do a cheap scanner." They're honestly not competition. They're doing something else—kind of the do-it-yourself approach. If you've got [redacted] Saturday afternoon, go buy one!

Mowery: The market penetration is still so low that there's tremendous potential for growth here for everybody. So while more and more people are coming into our space, we don't think any of them are really selling what we would call a whole system which totally integrates the hardware and software.

But to the extent that they're legitimizing an aspect of the category, scanning in a very small form factor, getting the channel smart and in turn adding to the interest on the part of potential customers—that can only help us, and we have to harness that energy and interest [redacted] our advantage from a branded standpoint.

McConnell: I have one more dream. It would be terrific if somebody—not us—would just take bills and pay them. That's [redacted] [redacted] we're trying to encourage others to work on!

We have [redacted] of the company dedicated to working with third parties.

The SOHO market is still growing.

Mowery: It's growing tremendously.

[redacted] lot of this is the result of corporate downsizing—people saying, "I've had enough of large businesses, it's time for me to strike out as an entrepreneur." I think 50% of all small business formation is being led by women. [redacted] will be bigger than that by the end of the century.

This industry has created a multitude of new

[redacted] on page 115

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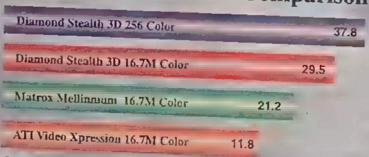

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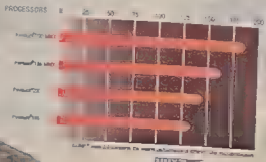

intel inside pentium

ProMedia

- *Intel Triton VX Chipset, Plug & Play BIOS
- [illegible] *Pipeline* [illegible] Cache
- [illegible] *Hi-Performance* [illegible] RAM
- *1.44MB Floppy Drive
- [illegible] Enhanced IDE Hard Drive
- *PCI 64-Bit Graphics Accelerator w/1MB
- *14" 1024x768 .28 NI SVGA Monitor
- [illegible] CD-ROM (1.2MB/Sec) Drive
- *16-Bit PnP Stereo Sound Card
- *60 Watts Stereo Speakers
- *30+ Popular Bundled CD Titles
- **33,600 Fax* [illegible]
- *High Speed Serial / Parallel Port
- *104-Key [illegible] *Keyboard*
- *Hi-Resolution Mouse
- *Mini Tower Case, 5 Drive Bays
- *MicroSoft Windows 95'

Pentium*120	[illegible] 949
Pentium*133	$ 999
Pentium*150	$1049
Pentium*166	$1199
Pentium*200	$1399
Pentium*200MMX	$1499

THE LEAD

3D GameMedia

- *Intel Triton VX Chipset, Plug & Play BIOS
- **256K Pipeline Burst* Cache
- [illegible] *Hi-Performance EDO* RAM
- *1.44MB Floppy Drive
- **2.5GB Mode4* Enhanced IDE Hard Drive
- **Matrox Mystique* 2MB SGRAM
- **Mech Warrior 2* & *Destruction Derby* [illegible]
  Lightning Fast 3D Texture Mapped Games
- *17" *MAG 710V²* [illegible] NI SVGA Monitor
  1280x1024, Plug & Play, On-Screen Control
- **12X* CD-ROM (1.8MB/Sec) Drive
- **Sound Blaster AWE64 PnP* Sound Card
  3-D Sound, Advanced Wavetable Synthesis
- *160 Watts Stereo Speakers
- **33,600 Fax Modem*
- *High Speed Serial / Parallel Port
- *104-Key *Win95' Keyboard*
- *Hi-Resolution Mouse
- *Mid Tower Case, 7 Drive Bays
- *MicroSoft Windows 95'

Pentium*133	$1799
Pentium*150	$1849
Pentium*166	$1999
Pentium*166MMX	$2099
Pentium*200	$2199
Pentium*200MMX	$2299

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Price & Specification Subject to Change

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UltraMedia

- *Intel Triton VX Chipset, Plug & Play BIOS
- *[illegible]K *Pipeline Burst* Cache
- *[illegible]MB *Hi-Performance EDO* RAM
- *1.44MB Floppy Drive
- *[illegible]GB [illegible] Enhanced IDE Hard Drive
- *Diamond [illegible] *64 Video* 2MB EDO RAM
  MPEG, CD-i, Cinepak Playback
- *[illegible]" 1280x1024 .28 NI SVGA Monitor
- *[illegible] CD-ROM (1.2MB/Sec) Drive
- **Sound Blaster 32 PnP* Sound Card
- *160 Watts Stereo Speakers
- *30+ Popular Bundled CD Titles
- **33,600 Fax Modem*
- *High Speed Serial / Parallel Port
- *104-Key *Win95' Keyboard*
- *Hi-Resolution Mouse
- *Mid Tower Case, 7 Drive Bays
- *MicroSoft Windows 95'

Pentium®120	**$1249**
Pentium®133	**$1299**
Pentium®150	**$1349**
Pentium®166	**$1499**
Pentium®200	**$1699**
Pentium®200MMX	**$1799**

PowerMedia

- *Intel Triton VX Chipset, Plug & Play BIOS
- **256K Pipeline* [illegible] Cache
- *[illegible] *Hi-Performance* [illegible] RAM
- *1.44MB Floppy Drive
- **2.0GB* [illegible] Enhanced IDE Hard Drive
- *Diamond [illegible] 2MB EDO RAM
  3D Graphics, MPEG Video Playback
- **17"* [illegible] *710V*³ .28 NI SVGA Monitor
  1280x1024, Plug & Play, On-Screen Control
- *[illegible] CD-ROM (1.8MB/Sec) Drive
- **Sound* [illegible] *32 PnP* Sound Card
- *160 Watts Stereo Speakers
- *30+ Popular Bundled CD Titles
- **33,600* [illegible]
- *High Speed Serial / Parallel Port
- *104-Key *Win95' Keyboard*
- *Hi-Resolution Mouse
- *Mid Tower Case, 7 Drive Bays
- *MicroSoft Windows 95'

Pentium®133	**$1499**
Pentium®150	**$1549**
Pentium®166	**$1699**
Pentium®166MMX	**$1799**
Pentium®200	**$1899**
Pentium®200MMX	**$1999**

[illegible]

- *Intel Triton VX Chipset, Plug & Play BIOS
- *[illegible] Cache
- *[illegible] RAM
- *1.44MB Floppy Drive
- *[illegible] Enhanced IDE Hard Drive
- *Diamond [illegible] 2MB EDO RAM
  3-D Graphics, MPEG Video Playback
- **17" MAG* [illegible]² .28 NI SVGA Monitor
  1280x1024, Plug & Play, On-Screen Control
- *[illegible] CD-ROM (1.8MB/Sec) Drive
- *[illegible] Sound Card
- *160 Watts Stereo Speakers
- *30+ Popular Bundled CD Titles
- **33,600* [illegible]
- *High Speed Serial / Parallel Port
- *104-Key *Win95' Keyboard*
- *Hi-Resolution Mouse
- *Mid Tower Case, 7 Drive Bays
- *MicroSoft Windows 95'

Cyrix 6x86

6x86-P150+	**$1649**
6x86-P166+	**$1699**
6x86-P200+	**$1899**

NG EDGE OF COMPUTING

MagnuMedia

- *Intel Triton VX Chipset, Plug & Play BIOS
- *[illegible] *Pipeline Burst* Cache
- *[illegible]MB *Hi-Performance* [illegible] RAM
- *1.44MB Floppy Drive
- *[illegible]GB [illegible] Enhanced IDE Hard Drive
- *Diamond *Stealth 3D* 2MB EDO RAM
  3D Graphics, MPEG Video Playback
- **17" MAG DJ-700* .26 or *Panasonic S17* .27
  1280x1024, Plug & Play, On-Screen Control
- **12X* CD-ROM (1.8MB/Sec) Drive
- **Sound Blaster 32 PnP* Sound Card
- **Super Woofer & Satellite* Speaker Systems
- *30+ Popular Bundled CD Titles
- **US Robotics 33.6K Voice* Fax Modem
  x2 56K Ready, Full Duplex Speaker Phone
- *High Speed Serial / Parallel Port
- *104-Key *Win95' Keyboard*
- *Hi-Resolution Mouse
- *Full Tower Case, 10 Drive Bays
- *MicroSoft Windows 95'

Pentium®133	**$1899**
Pentium®150	**$1949**
Pentium®166	**$2099**
Pentium®166 MMX	**$2199**
Pentium®200	**$2299**
Pentium®200 MMX	**$2399**

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ThunderMedia

- *Next Generation *Intel Triton* [illegible] Chipset
- *5[illegible] *Pipeline Burst* Cache
- **32MB* [illegible] RAM
- *1.44MB Floppy Drive
- **5.0GB* [illegible] Enhanced IDE Hard Drive
- *Diamond [illegible] *4MB* EDO RAM
  3D Graphics, MPEG Video Playback
- **17" MAG DX-700T* 1280x1024 .25 Monitor
  Sony Trinitron, PnP, On-Screen Control
- **16X* CD-ROM (2.4MB/Sec) Drive
- **Sound* [illegible] *AWE64 PnP* Sound Card
  3-D Sound, Advanced Wavetable Synthesis
- **Super Woofer & Satellite* Speaker Systems
- *30+ Popular Bundled CD Titles
- **US Robotics 33.6K Voice* Fax Modem
  x2 56K Ready, Full Duplex Speaker Phone
- *High Speed Serial / Parallel Port
- *104-Key *Win95' Keyboard*
- *Hi-Resolution Mouse
- *Full Tower Case, 10 Drive Bays
- *MicroSoft Windows 95'

Pentium®133	**$2299**
Pentium®150	**$2349**
Pentium®166	**$2499**
Pentium®166 MMX	**$2599**
Pentium®200	**$2699**
Pentium®200 MMX	**$2799**

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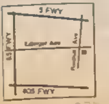
Super[illegible]

- *Intel Pentium Pro CPU, 256K L2 Cache
- *[illegible] *Hi-Performance EDO* RAM
- *1.44MB Floppy Drive
- **4.2 GB* [illegible] *(40MB/sec) SCSI* Hard Drive
- **Adaptec 2940 UltraWide* SCSI Controller
- *[illegible] *4MB* [illegible]
  Professional 3D Graphics, MPEG Video Playback
- *17" *MAG DX-700T* 1280x1024 .25 Monitor
  Sony Trinitron, PnP, On-Screen Control
- **16X* CD-ROM (2.4MB/Sec) Drive
- **4X / 2X Recordable SCSI CD-ROM Drive*
- **Sound Blaster AWE64 PnP* Sound Card
  3D Sound, Advanced Wavetable Synthesis
- **Super Woofer & Satellite* Speaker Systems
- *30+ Popular Bundled CD Titles
- **US Robotics 33.6K Voice* Fax Modem
  x2 56K Ready, Full Duplex Speaker Phone
- *High Speed Serial / Parallel Port
- *104-Key *Win95' Keyboard*
- *Hi-Resolution Mouse
- *Full Tower Case, 10 Drive Bays
- *MicroSoft Windows 95'

Pentium®200	**$3999**
Pentium®200 MMX	**$4099**
Pentium®Pro-180	**$4199**
Pentium®Pro-200	**$4299**
Dual Pentium®Pro-200	**$4999**



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intel inside
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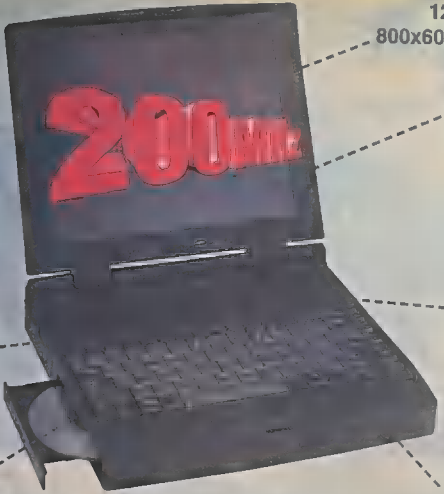
BEST OF BYTE
CeBIT '95



MegaBook

- 12.1" Dual Scan 800x600 Screen
- 256K Pipeline Burst Cache
- 16MB Hi-Performance EDO RAM
- PCI MPEG Video 2MB EDO RAM
- 1.08GB EIDE Hard Drive
- 1.44MB Floppy Drive
- 8X CD-ROM Drive
- 16-Bit 3D Stereo Sound
- Dual Built-in Speakers & Microphone
- Touch-Pad Pointing Device
- PCMCIA 2xType II or 1xType III
- IrDA Wireless Infra-Red Data Transfer
- Hi-Speed Serial / Parallel Port
- NiMH Battery & Carrying Case
- MicroSoft Windows 95'

Pentium®120	$1999
Pentium®133	$2049
Pentium®150	$2099
Pentium®166	$2249
Pentium®200	$2449

MegaBook Pro

- 12.1" Active Matrix 800x600 Screen
- 256K Pipeline Burst Cache
- 16MB Hi-Performance EDO RAM
- PCI MPEG Video 2MB EDO RAM
- 1.08GB EIDE Hard Drive
- 1.44MB Floppy Drive
- 8X CD-ROM Drive
- 16-Bit 3D Stereo Sound
- Dual Built-in Speakers & Microphone
- Touch-Pad Pointing Device
- PCMCIA 2xType II or 1xType III
- IrDA Wireless Infra-Red Data Transfer
- Hi-Speed Serial / Parallel Port
- NiMH Battery & Carrying Case
- MicroSoft Windows 95'

Pentium®120	$2499
Pentium®133	$2549
Pentium®150	$2599
Pentium®166	$2749
Pentium®200	$2949

MegaBook XL

- 12.1" Active Matrix 800x600 Screen
- 256K Pipeline Burst Cache
- 32MB Hi-Performance EDO RAM
- PCI MPEG Video 2MB EDO RAM
- 2.1GB EIDE Hard Drive
- 1.44MB Floppy Drive
- 8X CD-ROM Drive
- 16-Bit 3D Stereo Sound
- Dual Built-in Speakers & Microphone
- Touch-Pad Pointing Device
- PCMCIA 2xType II or 1xType III
- IrDA Wireless Infra-Red Data Transfer
- Hi-Speed Serial / Parallel Port
- NiMH Battery & Carrying Case
- MicroSoft Windows 95'

Pentium®120	$2799
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Pentium®150	$2899
Pentium®166	$3049
Pentium®200	$3249

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AMD 5x86-133 CPU PCI MotherBoard

Out Performs Intel Pentium-90

- 256K Cache
- 4x 72-Pin SIMM, 128MB Max
- 3x PCI / 3xISA / 1xVLB Slots
- Dual [redacted] High Speed I/O

[illegible]
Pentium-90 225
Norton SI v8.0

$109.99

AMD K5 Processor Intel Triton VX Motherboard 256K Pipeline Burst Cache

K5-PR75	$129
K5-PR100	$169
K5-PR133	$179
K5-PR166	$239

6x86 Processor Intel Triton VX Motherboard 256K Pipeline Burst Cache

6x86

P150+	$189
P166+	$229

Intel Pentium® Processor Intel Triton VX Motherboard [redacted] Pipeline Burst Cache

intel inside pentium

Pentium®	120	$189
Pentium®	133	$229
Pentium [redacted]	150	$259
Pentium®	166	$369
Pentium [redacted]	200	$569

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1x32-70
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SDRAM

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intel® CPU

Pentium Pro 200 512K	$1,299		
Pentium Pro 200	$ 699	Pentium 200	$499
Pentium Pro 180	$ 549	Pentium [illegible]	$299
Pentium Pro 150	$ 229	Pentium 150	$189
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		AMD K5-PR166	$ 159
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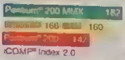
Cyrix 6x86-P166+	$ 149	AMD K5-PR100	$ 79
Cyrix 6x86-P150+	$ 119	AMD K5-PR75	$ 39
		AMD 5x86-133	$ 39

Intel Pentium® Processor with MMX™ Technology
Intel Triton VX Motherboard
512K Pipeline Burst Cache



Pentium® 200 $649
with MMX™ Technology

Pentium® 166 $479
with MMX™ Technology

6x86 P200+ CPU
DFI VPS Pro Motherboard
512K Pipeline Burst Cache

- VLSI Lynx Chipset 75MHz Bus speed
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Dual Pentium Pro
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- ATX Form Factor
- Intel 440FX, Pentium Pro 150-200 MHz
- 4x72- Pin SIMM, 128MB Max.
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- Dual EIDE & Hi-speed I/O

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- ATX Form Factor
- Intel Triton 430HX, 75-200 MHZ
- 4xPCI / 3XISA Slots
- On-Board Yamaha Sound Card
- Dual EIDE [illegible] Hi-speed I/O

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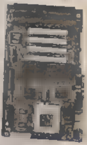

intel®
Marl

- [illegible] Form Factor
- Intel [illegible] 430HX, 75-200MHz
- 4x72- Pin [illegible] 128MB Max
- 4xPCI / 3xISA Slots
- Dual EIDE & Hi-speed I/O

$129

ASUS

P65UP5
CPU Card Main Board

- Upgradable P5 / P6 CPU
- 8x72 Pin SIMM, 512MB Exp.
- 5 PCI Slots, 3 ISA Slots
- Onboard IDE & I/O

C-P6ND Supports Single or Dual Pentium Pro Intel 440FX Chipset, 150-200MHZ	[illegible]99
C-P55T2D Supports Single or Dual Pentium CPU Intel 430HX Chipset, 75-200MHZ 256K Pipeline Burst Cache	$349

ASUS
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- Pentium Pro 150-200MHz
- Intel Natoma 440FX
- 4x72-Pin SIMM, 256MB Max
- 5xPCI 3xISA 1xMediaBus
- Dual EIDE & Hi-Speed I/O

$259

ASUS
P55T2P4
512K Pipeline Burst Cache
[illegible] [illegible] 430HX Chipset, 75-200MHz

- Pentium, [illegible] 6x86, AMD K5
- 4x72-Pin [illegible], [illegible] [illegible]
- 4xPCI / 3xISA / [illegible]
- Dual EIDE & Hi-Speed I/O

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Optional GE 4 Year On-Site Warranty
[illegible] Prices Reflect [illegible] Cash Discount
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MOTHERBOARDS

ASUS

VX97

512K Pipeline Burst Cache

- Intel Triton 430VX Chipset, 75-200MHz
- Pentium, MMX, 6x86, AMD K5
- 4x72-Pin SIMM, 128MB Max
- 4xPCI / 3xISA Slots
- Dual EIDE & Hi-Speed I/O

$119

ASUS

TX97

512K Pipeline Burst Cache

- [illegible] Triton 430TX Chipset, 75-200MHz
- Pentium, MMX, 6x86, AMD K5
- 3x168-Pin [illegible]
- 4xPCI / 4xISA / 1xMediaBus
- Dual Ultra33 EIDE & Hi-Speed I/O

$199

SUPERMICRO
SUPER MICRO COMPUTER INC

P6DNE

- Single or Dual [illegible] Pro [illegible]
- Intel [illegible] 440FX, 150-200MHz
- 6x72-Pin [illegible] Max
- 4xPCI [illegible] Slots
- Dual EIDE & Hi-Speed I/O

$369

SUPERMICRO
SUPER MICRO COMPUTER INC

P6SNE

- Pentium Pro 150-200MHz
- Intel Natoma 440FX
- 6x72-Pin SIMM, [illegible]
- 4xPCI /3xISA Slots
- Dual EIDE & Hi-Speed I/O

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SUPERMICRO
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P5STE

512K Pipeline Burst Cache

- Intel Triton 430HX, 75-200MHz
- Pentium, MMX, 6x86, AMD K5
- 6x72-Pin SIMM, 768MB Max
- 4xPCI /4xISA Slots
- Dual EIDE & Hi-Speed I/O

Made in U.S.A.

$169

SUPERMICRO
SUPER MICRO COMPUTER INC

P5MMA

512K Pipeline Burst Cache

- Intel Triton 430TX, [illegible]
- Pentium, [illegible] 6x86, AMD [illegible]
- 4x72-Pin SIMM & [illegible]
- 4xPCI 3xISA Slots

$199

TYAN

Dual Titan Pro

- [illegible] Form Factor
- Single or Dual Pentium Pro CPU
- Intel [illegible] 440FX, 150-200MHz
- 8x72-Pin SIMM, 1024MB Max
- 5xPCI / 3xISA Slots
- Dual EIDE & Hi-Speed I/O

$429

TYAN
COMPUTER

Dual Tomcat III

512K Pipeline Burst Cache

- Intel Triton 430HX, 75-200MHz
- Supports Single or [illegible] Processor
- Pentium, MMX, 6x86, AMD K5
- 8x72-Pin SIMM, 256MB Max
- 4xPCI / 5xISA Slots

$229

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COMPUTER

Tomcat III

512K Pipeline Burst Cache

- Intel Triton 430HX, 75-200MHz
- Pentium, MMX, 6x86, AMD K5
- 8x72-Pin SIMM, 256MB Max
- 4xPCI / 5xISA Slots
- Dual EIDE & Hi-Speed I/O

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P6NS

- ATX Form Factor
- Pentium Pro 150-200MHz
- Adaptec Ultra Wide SCSI
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- 4xPCI / 3xISA Slots

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P55TU

512K Pipeline Burst Cache

- Intel Triton 430HX, 75-200MHz
- Pentium, MMX, 6x86, AMD K5
- Adaptec Ultra Wide SCSI
- 4x72-Pin SIMM, 128MB Max.
- 3xPCI / 5xISA Slots

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Iwill

P55TV

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- Intel Triton 430VX, 75-200MHz
- Pentium, MMX, 6x86, AMD K5
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- Support 486 & 5x86 CPU
- 256K Cache
- 4x72-Pin SIMM, 128MB Max
- 3xPCI / 3xISA / 1xVLB Slots
- Dual EIDE & Hi-Speed I/O

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Intel Triton II

512K Pipeline Burst Cache

- Intel Triton 430HX, 75-200MHz
- Pentium, MMX, 6x86, AMD K5
- 4x72-Pin SIMM, 128MB Max
- 4xPCI 4xISA Slots
- Dual EIDE & Hi-Speed I/O

$129

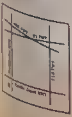
intel®

Intel Triton VX

256K Pipeline Burst Cache

- [illegible] 430HX, 75-200MHz
- Pentium, MMX, 6x86, AMD K5
- 4x72-Pin SIMM, 2x168-Pin DIMM
- 4xPCI 3xISA Slots
- Dual EIDE & Hi-Speed I/O

$89



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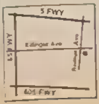

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Tel:(714)258-0800
Fax:(714)258-2627

IDE HARD DRIVES

WESTERN DIGITAL
1.2GB EIDE
- WD 21200A
- 10ms Access Time
- 128K Buffer
- 3 Year Warranty

Caviar.
$189

WESTERN DIGITAL
1.6GB EIDE
- WD 21600A
- 10ms Access Time
- 128K Buffer
- 3 Year Warranty

Caviar.
$199

WESTERN DIGITAL
2.0GB EIDE
- WD 32000A
- 11ms Access Time
- 128K Buffer
- 3 Year Warranty

Caviar.
$229

WESTERN DIGITAL
2.5GB EIDE
- WD 32500A
- 12ms Access Time
- 128K Buffer
- 3 Year Warranty

Caviar.
$249

WESTERN DIGITAL
3.1GB EIDE
- WD 33100A
- 12ms Access Time
- 128K Buffer
- 3 Year Warranty

Caviar.
$279

WESTERN DIGITAL
4.0GB EIDE
- WD 34000A
- 12ms Access Time
- 128K Buffer
- 3 Year Warranty

Caviar.
$349

Maxtor®
5.0GB EIDE
- MX85120A
- <10ms Access Time
- 256K Buffer
- 5400 RPM
- 3 Year Warranty

$419

Seagate
1.7GB EIDE
- ST31720A
- 11ms Access Time
- 128K Buffer
- 3 Year Warranty

$189

Seagate
2.5GB EIDE
- ST52520A
- 11ms Access Time
- 128K Buffer
- 5400 RPM
- 3 Year Warranty

$239

IBM.
3.2GB EIDE
- DAQA 33240A
- 9.5ms Access Time
- 128K Buffer
- 5400 RPM
- 3 Year Warranty

$289

IBM.
4.2GB EIDE
- DACC 34320A
- 9.5ms Access Time
- 128K Buffer
- 5400 RPM
- 3 Year Warranty

$389

FUJITSU
1.2GB EIDE
- 1636TAU
- 10ms Access Time
- 128K Buffer
- 5400 RPM
- 3 Year Warranty

$179

FUJITSU
2.5GB EIDE
- 1638TAU
- 10ms Access Time
- 128K Buffer
- 5400 RPM
- 3 Year Warranty

$219

Quantum
3.2GB EIDE
- Fireball 3240A
- 10ms Access Time
- 128K Buffer
- 3 Year Warranty

$269

Quantum
3.8GB EIDE
- Fireball 3840A
- 10ms Access Time
- 128K Buffer
- 3 Year Warranty

$299

VISA

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Optional GE 4 Year On-Site Warranty
All Prices Reflect 3% Cash Discount.
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Dealers, VARs [illegible]

SCSI HARD DRIVES & STORAGE

Quantum

6.4GB EIDE Ultra ATA

- [illegible] Access Time
- [illegible]MB/sec Transfer Rate
- [illegible]K Buffer
- 3 Year Warranty

$579

Quantum

4.5GB UW Ultra Wide SCSI

- 8ms [illegible] Time
- 7200 RPM
- 512K Buffer
- 40MB/sec Transfer Rate
- 3 Year Warranty

$899

Quantum

2.1GB SCSI-2 Ultra SCSI

- 10ms Access Time
- 128K Buffer
- 20MB/sec Transfer Rate
- 3 Year Warranty

$299

IBM

2.1GB UW Ultra Wide SCSI

- [illegible] Access Time
- [illegible] RPM
- 512K Buffer
- [illegible]MB/sec Transfer Rate
- [illegible] Year Warranty

$399

FUJITSU

4.2GB SCSI-2 Ultra SCSI

- 8ms Access Time
- 7200 RPM
- 512K Buffer
- 20MB/sec Transfer Rate
- [illegible] Year Warranty

$799

Seagate BARRACUDA

4.3GB UW Ultra Wide SCSI

- 8ms Access [illegible]
- 7200 RPM
- 512K Buffer
- 40MB/sec Transfer Rate
- 3 Year Warranty

$999

Seagate BARRACUDA

9.1GB UW Ultra Wide SCSI

- [illegible] Access Time
- [illegible] RPM
- [illegible]K Buffer
- [illegible]MB/sec Transfer Rate
- [illegible] Year Warranty

$1899

Hard Drive Removable Rack

- Converts any 3.5" HD into a Removable Drive
- Data Interchange or Security [illegible]

IDE	$19
SCSI-2	$25
Wide SCSI	$69

adaptec

2940U PCI-to-Fast SCSI Bus [illegible]	$179
2940UW PCI-to-Fast Ultra Wide SCSI [illegible] MB/Sec Transfer, Bus Mastering	$229

COLORADO MEMORY SYSTEMS INC.

HP-T1000 [illegible]MB Native, 800MB Compressed [illegible] QIC-80 Travan, Tape Included	$115
HP-T3000 [illegible]GB Native, 3.2GB Compressed [illegible] QIC-3230 Travan, Tape Included	$179
HP-T4000 [illegible]GB Native, 8GB Compressed, SCSI-2 [illegible] QIC-3095 TR4, Tape Included	$349

Floppy

TEAC	1.44MB	$29
TEAC	1.2MB	$45
Mitsumi	1.44MB	$26

Seagate

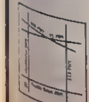
3.2GB Tape-Stor

- Up to 3.2GCB with Travan Technology
- Backs Up Data from Local [illegible] Network Hard Disk Drives.
- Easy to Install, Easy to Use

$15[illegible]

iomega

ZIP Drive	
100MB External Parallel	$179
100MB External SCSI-2	$179
JAZ Drive	
1GB Internal SCSI-2	$359
1GB External SCSI-2	$469
Ditto Drive	
3.2GB External Parallel	[illegible]



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CD-ROM & CD-RECORDERS

NEC

4x4 CD Changer
- 250ms Access Time
- 128K Buffer

$79

6X CD-ROM
- 180ms Access Time
- 128K Buffer
- 900KB/Sec Transfer

$69

YAMAHA®

CD-Writer

Complete package includes everything you'll need [illegible] make a CD in your computer today:
- Award-Winning Yamaha-Certified "Easy-CD Pro Multimedia" Software
- Ribbon Cable [illegible] Blank Media
- Instruction Manuals & Mounting Hardware

CDR401ti **$749**
- Internal 4x6 IDE
- 6X Read, 4x Write

CDR 400ti **$749**
- Internal 4x6 SCSI-2
- 6X Read, 4x Write

CDR 400tx **[illegible]**
- External 4x6 SCSI-2
- 6X Read, 4x Write
- PC or MAC

8X CD-ROM
- 180ms Access Time
- 128K Buffer
- 1.2MB/Sec Transfer

$85

12X CD-ROM
- 160ms Access Time
- 256K Buffer
- 1.8MB/Sec Transfer

$99

TOSHIBA

12X EIDE CD-ROM
- 120MS Access Time
- 256K Buffer
- 1.8MB/Sec Transfer
- MPC 3 Compliant

$109

PLEXTOR

12X SCSI CD-ROM
- 105ms Access
- 512K Buffer
- 1.8MB/Sec Transfer

$279

GoldStar
LG Electronics

16X EIDE CD-ROM
- Sub 100ms Access
- 128K Buffer
- 2.4MB/Sec Transfer
- MPC 3 Compliant

$ 12[illegible]

TOSHIBA

15X SCSI-2 CD-ROM
- 99MS Access Time
- 256K Buffer
- 2.25MB/Sec Transfer
- MPC [illegible] Compliant

$229

NEC

6X PD/CD-ROM

650MB Rewritable Optical Disk & 6X CD-ROM Drive

Unlimited Removable Storage Read and Write to [illegible] 650MB Rewritable Optical Disk. PD/CD-ROM also serves as 6X CD-ROM player
- IDE Interface
- 125ms Access Time

$399

Acer

18X EIDE CD-ROM
- 120ms Access Time
- 128K Buffer
- 2.7MB/Sec [illegible]
- MPC [illegible] Compliant

$169

MITSUMI
Power in Peripherals™

6x2 CD-Writer
- Writer 2x, [illegible] 6x
- ATAPI IDE Interface
- Windows 95' Application Software

$479

VISA

One Year Parts & Labor Warranty.
Optional GE 4 Year On-Site Warranty
All Prices Reflect [illegible] Cash [illegible]
Price & Specification Subject [illegible] Change

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Orders, VARs [illegible]

MULTIMEDIA

Multimedia Kits

8X $139
- 8X CD-ROM Drive
- 3D PnP Stereo Sound Card
- 30+ Bundled CD Titles
- 60 Watts Stereo Speakers

12X [illegible]
- 12X CD-ROM Drive
- Sound Blaster 16 PnP Sound Card
- 30+ Bundled CD Titles
- 60 Watts Stereo Speakers

16X $279
- 16X CD-ROM Drive
- Sound Blaster 32 PnP Sound Card
- 30+ Bundled CD Titles
- 200 Watts Stereo Speakers

CREATIVE

Discovery AWE64 Kit
- 12X INFRA CD-ROM w/Remote
- Sound Blaster AWE64 PnP Card
- Powerful 10 Watt Speakers
- [illegible] Software Included

$329

CREATIVE

Sound Blaster AWE64 Gold
- The Ultimate Audio Experience
- Orchestral Quality WaveEffects
- Advanced Signal Processing
- 4MB RAM On Board

$259

CREATIVE

Sound Blaster AWE64 PnP
- The Ultimate Audio Experience
- Orchestral Quality WaveEffects
- Advanced Signal Processing
- 512K RAM On Board

$179

CREATIVE

Sound Blaster 16 PnP
- True 16-bit CD Stero Sound

$59

16-Bit Stereo 3D PnP Sound
- True 16-bit CD Stereo Sound
- 100% Sound Blaster Compatible
- IDE Interface, Full Duplex

$29

Acer

AW 32 Pro
Wavetable Sound Card
- True 16-bit CD Stero Sound
- Full Duplex, IDE Interface
- Built-in MIDI Interface

$49

YAMAHA®

"The Way your computer should Sound"

YST M7M $ 39
- 5 Watts per Channel
- Active Servo Technology

YST M15M $ 79
- [illegible] Watts per Speakers
- Active Servo Technology

System 45 $189
- [illegible] Watts Speakers & 25 Watt Sub-Woofer
- Active Servo Technology

Super Woofer Satellite Speakers
- Bose Style Swivel Satellite Speakers
- 120W PMPO, 10W/15W RMS
- Convenient Control Panel

[illegible]

Multimedia Speakers
- Magnetically Shielded
- High Efficiency
- Full Range Response

60 Watts $18
200 Watts [illegible]

ALTEC LANSING MULTIMEDIA

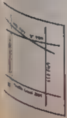
Subwoofer & Speakers

ACS45 $ 89
6W Speakers, 20W Woofer

ACS500 $299
22W Speakers, 40W Woofer

12X External CD-ROM
- Parallel Interface
- Supports DOS [illegible] Win [illegible]
- Easy Software Installation

$199



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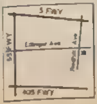

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VIDEO CARDS

DIAMOND MULTIMEDIA

Stealth 3D
2MB EDO RAM
- Outrageously Fast 3D Graphics
- MPEG Playback Video

$79

DIAMOND MULTIMEDIA

Stealth 64 Video
2MB EDO RAM
- MPEG Playback Video
- Resolutions up to 1600x1200
- 24-Bit True Color

$59

DIAMOND MULTIMEDIA

Stealth 3D
4MB Silicon Magic RAM
- Outrageously Fast - Plus 3D
- MPEG Playback Video
- Descent II Asymetrix 3D FX & Compton's Interactive Encyclopedia

$139

DIAMOND MULTIMEDIA

Stealth 3D VRAM
- Professional Graphics, Video [illegible] 3D
- Professional 3D Rendering Engine
- Full-Screen MPEG Video Playback

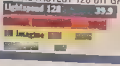
2MB VRAM	$139
4MB VRAM	$189

DIAMOND MULTIMEDIA

Monster 3D
- Works With Your Existing Graphics Card
- Killer 3D Acceleration
- 4MB PCI OEM Version

$189

STB Systems, Inc.
Lightspeed 128 Video
2MB Multibank RAM
" THE FASTEST 128 BIT GRAPHICS CARD AT ANY PRICE"



$99

MGA POWER GRAPHICS

Millennium
- 1600x1200 Resolutions
- Professional 3D Rendering
- Full Motion MPEG Video Playback

2MB WRAM	$179
4MB WRAM	$259
8MB WRAM	$449

MGA POWER GRAPHICS

MYSTIQUE

- The Complete 3D Entertainment & Multimedia Accelerator
- Retail Package w/Fast 3D Texture Mapped Games

2MB SGRAM	$129
4MB SGRAM	$169

CIRRUS LOGIC

64Bit PCI Video
1MB RAM
- Cirrus Logic 5434, 1MB RAM
- Fastest 64-Bit Performance
- 1280x1024, True Colors

$29

ATI

3D Pro Turbo
PC2TV
8MB SGRAM
- [illegible] 3D [illegible]
- [illegible] 3D
3D Modeler and PhotoWorks for [illegible]

$259

ATI

3D Xpression+
PC2TV
4MB SDRAM
- Stunning 3D Graphics
- MechWarrior 2, Wipeout, Win 3D
3D Modeler and PhotoWorks for Win95

$169

ATI

3D Xpression
2MB EDO RAM
- Superior 3D Acceleration
- Full Motion MPEG Video Playback

$79

Trident

MPEG Video Card
2MB EDO RAM
- Trident 9680, 1600x1200
- Fastest 64-Bit Performance
- 30 Frames per Second Video Playback

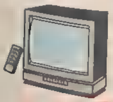
$45

Trident

3D MPEG Video
Video Capture
TV Output
2MB EDO RAM
- Trident 9685 1600x1200
- 30 Frames [illegible] Second Video Playback

$59

Trident



MPEG Video
TV Tuner
2MB EDO RAM
- Trident 9682 1600x1200
- [illegible] on Your Computer
- Remote Control Included

$169

One Year Parts & Labor Warranty
Optional GE 4 Year On-Site Warranty
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MONITORS

MAG

DX-1595
- 15" 1280x1024 .28mm
- Digital Control, Win95' PnP
- 3 Year Warranty

$289

MAG

DX-15T
- 15" 1280x1024 Resolution
- Sony Trinitron .25mm
- Win95' Plug & Play
- 3 Year Warranty

$329

MAG

DJ-700
- 17" 1280x1024 .26mm
- New JAG Control
- On-Screen Disply, Play & Play
- 3 Year Warranty

$549

PRINCETON
GRAPHIC SYSTEMS

E075
- 1600x1200 .26mm
- @ 1600x1200
- Screen Display, Plug & Play
- 3 Year Warranty

$579

MAG

710V2
- 17" 1280x1024, .28mm
- On-Screen Display, Plug & Play
- Win 95' Plug & Play

$469

MAG

DX-700T
- 17" 1280x1024 Resolution
- Trinitron .25mm Aperture Grille
- On-Screen Display, Plug & Play
- 3 Year Warranty

$629

ViewSonic

P810
- 21" 1600x1200, .25mm
- 77Hz @ 1280x1024
- On-Screen Display, Plug & Play
- 3 Year Warranty

$1449

ViewSonic

17GS
- 17" 1280x1024, .27mm
- 86Hz @ 1024x768
- On-Screen Display, Plug & Play
- 3 Year Warranty

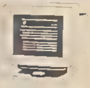
$569

ViewSonic

17PS
- 17" 1600x1200, .25mm
- 77Hz @ 1280x1024
- On-Screen Display, Plug & Play
- 3 Year Warranty

$689

Panasonic



Panasync S17
- 1280x1024, .27mm
- @ 1024x768
- Screen Display, Plug & Play
- Warranty
- On-Site Replacement

$549

SONY

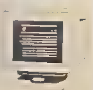
200SX
- 17" 1280x1024 Resolution
- Trinitron .25mm Aperture Grille
- On-Screen Display, Plug & Play
- 3 Year Warranty

$679

HITACHI
SuperScan®

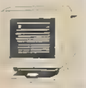
CM800
- 1600x1200 Max Res
- .22mm(h), .16mm(V) dp
- 71Hz @ 1600x1200
- 3 Year Warranty

$1399



15" SVGA
- Non-Interlaced
- 1280x1024, .28mm
- Digitally Controlled

$239



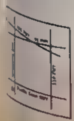
14" SVGA
- 14" Non-Interlaced
- 1024x768, .28mm
- Low Radiation

$169

VISIONMASTER

Pro 17
- 17" 1600x1200, .25mm
- Diamondtron 72Hz @ 1600x1200
- On-Screen Display, Plug & Play
- 3 Year Warranty

$729



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USRobotics

Sportster 33.6 WinModem

- USR#1125
- Designed to Use the Power of Windows
- Plug & Play Installation

$99

USRobotics

Sportster 33.6 Data Fax Modem

- USR#840, Internal
- V.42bis / MNP-5 Data Compression
- V.34 [illegible] Modulation Standard
- Group III Fax

$139

USRobotics

Sportster 33.6 Data Fax Modem

- USR#839, External
- V.42bis / MNP-5 Data Compression
- V.34 Data Modulation Standard
- Group III Fax

$159

USRobotics

Sportster 33.6 Voice Fax Modem

- USR#1171, Internal
- Full-Duplex Speaker Phone
- Remote Message Retrieval
- FAX on Demand, Caller ID

$159

USRobotics

Sportster 33.6 Voice Fax Modem

- USR#1172, External
- Full-Duplex Speaker Phone
- Remote Message Retrieval
- FAX on Demand, Caller ID

$179

USRobotics

Sportster 56K Data Fax Modem

- USR#1787 Internal
- High-speed downloads [illegible] regular pho
- Major Internet providers support x2™
- Software upgradable for easy updat

$1[illegible]

3Com

3C509-BT ISA Etherlink III, Coax & 10Base-T	$ 89
3C900-CM PCI 32-Bit Combo EtherLink XL 3-in-1, Coax / 10Base-T / AUI	[illegible]
3C905-TX PCI 32-Bit Fast EtherLink XL (10/100 Base) 10Base-T	[illegible] 89
Linkbuilder 8-Port 3C16180, 8 RJ-45, 1BNC Port	$189
Superstack II 12-Port 3C16670A, 10 12-Port TP Hub	$499
Superstack II 100 12-Port 3C250A-TX/I, 100 12-Port TP Hub	$1399

Supra Corporation

33.6 Voice Fax

- Internal V.34
- Full Duplex Speaker [illegible]
- Microphone [illegible]

$99

33.6 Data Fax Modem

- Internal V.34
- Rockwell Chipset

$69

MOTOROLA

ModemSurfer	
33.6 Internal Fax Modem	$129
33.6 External Fax Modem	$149
VoiceSurfer	
33.6 Internal Voice Fax Modem	$149
33.6 External Voice Fax Modem	[illegible]

Network

yes NetWare

NE2000 2-in-1 ISA Coax & 10Base-T, Jumperless	$ 29
PCI Ethernet 10BASE-T JUMPERLESS	$ 39
8 Port Hub 8 RJ-45 & BNC / AUI Port	$ 89
16 Port Hub 16 RJ-45 & BNC / AUI Port	$169

USRobotics

bigpicture™?

Video Phone Kit

- See & talk to your friends and family [illegible] the Internet or regular phone line
- Take & edit video stills and movies on your PC
- Create or watch live video on the World Wide Web, send video E-mail

Kit includes:

- 33.6 Full-Duplex Voice Fax Modem
- Video Capture Card
- NTSC Color Video Camera

$379

VISA

One Year Parts & Labor Warranty.
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[illegible]

INPUT, CASES, PRINTERS

European Series

Full Tower [illegible] Drive Bays, 230W	$59
Medium Tower [illegible] Drive Bays, 230W	$49
Mid Tower [illegible] Drive Bays, 230W	$39
Mini Tower [illegible] Drive Bays, 230W	$29

Thunder Series

Full Tower 10 Bays, Door, 230W	$69
Medium Tower [illegible] Bays, Door, 230W	$59
Mini Tower [illegible] Bays, Door, 230W	$39

ATX Series

Full Tower [illegible] Bays, 230W, ATX	$109
Medium Tower [illegible] Bays, 230W ATX	$89

LOGITECH

MouseMan Cordless	$79
MouseMan II Combo Mouse, Serial or PS/2	[illegible]
TrackMan Marble Optical Technology, Never Needs Cleaning	$79

Microsoft

Natural Keyboard Ergonomically Shaped	$59
Mouse V2.0 Serial	[illegible]
Mouse V2.0 PS/2	$39

Keyboard

FUJITSU	104-Key	[illegible]
Chicony	104-Key	[illegible]
GlidePoint	104-Key	$69

APC

Power Protection Products

Protect your hardware & data with an APC UPS, the world's best selling power protection. All products come with Lifetime Equipment Protection Guarantee

Back-UPS200 2-outlets	$ 99
Back-UPS450 4-outlets	$179
Smart-UPS650	$299

MICROTEK

Better Images Throught Innovation.

ScanMaker E3 24-bit, Single-Pass, Color Flatbed Scanner	$199
ScanMaker E6 30-bit, Single-Pass, Color Flatbed Scanner	$479
Scan Maker III	$1299

R M TECHNOLOGY

EasyPhoto Drive

is an Internal Photo Scanner that [illegible] you easily put your photos into letters, flyers, reports, web pages & more. Its unique ClearScan™ [illegible] ClearPrint technologies automatically deliver sharper detail & 24-bit true color

$179

EPSON®

Stylus Color 500

- 720x720 dpi Photo Color & Black Text
- Prints up to 4 PPM in Black
- 2 Years Warranty

$279

HEWLETT® PACKARD

5L

- 600dpi
- 4 PPM

$419

HEWLETT® PACKARD

DeskJet 820CXi

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Fax:(818)965-9608

Tustin

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Tustin, CA 92780
Tel:(714)258-0800
Fax:(714)258-2627

Visioneer

continued from page 102

ways of working that weren't imaginable before. It's not just Webmasters in Silicon Valley, they're all across the country. More small businesses are calling on other small businesses to help them create better uses of the technology. It's growing dramatically.

As small businesses look to the Web as ■ new mode of distribution and sales, again, that plays right to our strength, which is the ability to get that information into the computer and put it to work in ways that were never before imaginable.

McConnell: One of our investors just sent me an article about ■ man who had moved to New Hampshire. He wanted to work out in the country, so he started a business, and now it was booming. He was doing callback services to Europe—you'd call his number, Europe would call you, so you'd save on tolls.

His business got big. He refused to hire people. He said he was sending 50% of his invoices via email using PaperPort, getting more and more done without taking more and more hours ■ hiring staff.

We've now introduced a battery pack, because we kept getting requests from people like Chris Bonington, the British explorer, who sits there and wants to fax from Tibet and doesn't always have an outlet, or people in hotel rooms.

The best application we've heard of so far is a trucking company that would send someone from San Francisco to Detroit and make a delivery. The guy would drive back to San Francisco and hand in the signed receipts, and then they would send the ■.

Now he gets the signature and literally faxes it from his truck using PaperPort and a laptop and ■ modem, and the bill usually gets sent five days before he gets home. The invoice gets cut within an hour of the delivery being made.

I'd also guess that the people who buy wireless modems would also be interested in that.

Mowery: The Chris Bonington story is really a wireless modem story. He's a very celebrated English mountaineer who's traveling in remote locations. While he may be staying in a small hotel, it's unlikely ■ have a fax machine. He has ■ PowerBook and a wireless modem, and he has an administrator in London who takes all his mail, scans it in, posts it for him, and then he ■ access it on his PowerBook and read hard copy. Before that it all had to go by snail mail, or he had to wait till he arrived somewhere where they had a fax machine. Now he's getting all that information in real time, effectively, and he's able to respond on the spot. He's never been able to do that before.

McConnell: I was in the World Wide Live headquarters in Washington, and the head of Asia Pacific had a picture of him and Chris Bonington on the wall. I told him that story, and he said, "Oh! I should tell you how we use PaperPort!"

He's got his offices all over Asia—Bhutan, Papua New Guinea—wired into their email system. He says he saved $50,000 last year sending communication over the Internet rather than using FedEx. To get a document from Bhutan to Washington—I don't know what the cost is, but it's not 32 cents. So they're just using email.

We couldn't possibly think up all these uses. That's why having an open system and a platform onto which other people can custom-design their application ■ exactly the way ■ company like us has to operate. ■

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C-120T	Pentium™/120	8MB	1.0GB	[illegible]	[illegible]
M-120	Pentium™/120	[illegible]	1.0GB+4X	11.6" SVGA TFT	[illegible]543
M-133T	Pentium™/133	16MB	1.0GB+6X	11.6" SVGA TFT	$3448
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[illegible]	Pent-™/150	[illegible]	2.1GB	12.1" SVGA TFT	[illegible]
ThinkPad 760ED	Pent-™/133	[illegible]	[illegible]1GB+6X	12.1" SVGA TFT	$5268
ThinkPad 560	Pent-™/120	[illegible]	[illegible]	12.1" SVGA TFT	In [illegible]
[illegible] 560	Pent-™/133	[illegible]	1.08GB	12.1" SVGA TFT	In Stock
[illegible] 560	Pent-™/133	[illegible]	2.1GB	12.1" SVGA TFT	In Stock
[illegible] 365XD	Pent-™/120	[illegible]	1.08GB+6X	10.4" SVGA TFT	$2238
ThinkPad 365XD	Pent-™/133	8MB	1.35GB+6X	11.3" SVGA TFT	$2658

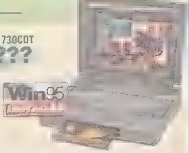
THINKPAD

TEXAS INSTRUMENTS

Model	Processor	[illegible]	HD	Screen	Price
Extensa 650CD	Pent-™/133	[illegible]	1.35GB	12.1" SVGA DSTN	$1663
Extensa 660CD†	[illegible]	[illegible]	1.35GB+10X	12.1" SVGA DSTN	$2078
Extensa 660CDT†	Pent-™/166	16MB	2.1GB+10X	11.3" SVGA TFT	$3723
Extensa [illegible]	Pent-™/133	16MB	[illegible]	12.1" Dual Scan Clr	$3071
Extensa [illegible]	[illegible]/133	[illegible]	[illegible]	12.1" SVGA Active Clr	$3398
TM-6020	Pent-™/120	[illegible]	[illegible]	11.3" SVGA Active Clr	$2538
TM-6030	Pent-™/150	16MB	1.35GB	12.1" SVGA Active Clr	$3538
TM-6160	[illegible]/166	32MB	2.1GB+10X	12.1" SVGA Active Clr	[illegible]
TM-6160NT	Pent-™/166	32MB	2.1GB+10X	12.1" SVGA Active Clr	$4543

Travelmate 6000 Pentium Notebooks
†MMX Model

TECRA 740CDT $6???
TECRA 730CDT $5???
[illegible] 510CDT [illegible]



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Model	Processor	Ram	HD	Screen	Price
OmniBook 600CT	[illegible]	[illegible]	[illegible]	10.4" SVGA TFT	[illegible]
OmniBook 5500CS	Pent-™/100	16MB	[illegible]	[illegible]	$1222
OmniBook 5500CT	Pent-™/133	16MB	[illegible]	12.1" SVGA TFT	[illegible]

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Model	Processor	Ram	HD	Screen	Price
[illegible]	Pentium™/100	8MB	772MB	11.3" Dual Scan	$1[illegible]
[illegible]	Pentium™/100	8MB	772MB	11.3" Active Clr	$17[illegible]
[illegible]	Pentium™/100	8MB	772MB+6X	11.3" Dual Scan	$1548
[illegible]	Pentium™/100	8MB	1.2GB+6X	11.3" Active Clr	$2448
[illegible]	Pentium™/120	16MB	1.2GB+10X	11.3" Dual Scan	$[illegible]
[illegible]	Pentium™/120	16MB	1.2GB+10X	11.3" Active Clr	$2[illegible]
[illegible]	Pentium™/133	16MB	1.2GB	11.3" Active Clr	$[illegible]
[illegible]	Pentium™/150	16MB	1.2GB+10X	11.3" Active Clr	In Stock
[illegible]	Pentium™/120	16MB	1.2GB	12.1" Dual Scan	$1[illegible]
[illegible]	Pentium™/120	16MB	1.2GB+6X	12.1" Active Clr	$3438
[illegible]	Pentium™/133	16MB	2GB+10X	12.1" Active Clr	$[illegible]
[illegible]	Pentium™/150	16MB	1.2GB+6X	12.1" Active Clr	In Stock
[illegible]	Pentium™/150	16MB	[illegible]	12.1" Active Clr	In Stock
[illegible]	Pentium™/166	16MB	2.1GB+10X	13.3" Active Clr	In Stock

†MMX Model

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Model	Processor	Ram	HD	Screen	Price
Versa [illegible]	[illegible]	[illegible]	[illegible]	12.1" [illegible]	$[illegible]
Versa 6050MX	Pent-™/150MMX	16MB	2.1GB+10X	12.1" [illegible]	$4443
Versa 6200MX	Pent-™/166MMX	[illegible]	2.1GB+10X	13.3" Active Clr	$5[illegible]

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IBM*	$648	$743	$848.

*[illegible]

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Equium Desktop Computers

Model	Processor	Ram	HD	Price
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
5200	Pent-™200MMX	[illegible]	2.5GB+10X	$2[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	Pent-™Pro200	32MB	4.3GB+12X	$3[illegible]

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CNC

VANTAGE BASIC

Pentium 166 .... $1397
Pentium 200 .... $1602
Pentium 200MMX $1697

- Intel Triton 430TX Chipset , 512k Pipeline Burst Cache
- ATX Mid Tower Case
- 16MB 60ns EDO [redacted] expandable to 512MB
- NEC 1. 44" 3.5" Diskette Drive
- IBM 2GB 9.5ms Fast ATA Drive
- Toshiba 12X CD-ROM Drive
- Creative Lab Vibra 16 Sound Card
- Yamaha M7 Speaker System
- Matrox Mystique 2MB SGRAM Video Card
- 1 Parallel Port, [redacted] Serial Ports
- 4 x [redacted] Bus, [redacted] x ISA Bus Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows 95
- Microsoft PS/2 Mouse 2 0

VANTAGE POWER

Pentium 166 .... $1768
Pentium 200 .... $1972
Pentium 200MMX $2068

- Intel Triton 430TX Chipset , 512k Pipeline Burst Cache
- ATX Full Tower Case
- 32MB 60ns [redacted] RAM expandable [redacted] 512MB
- NEC 1 44" 3 5" Diskette Drive
- IBM 3.2GB 9.5ms Fast ATA 3 Drive
- Toshiba 12X CD-ROM Drive
- Creative Lab AWE64 Sound Card
- Yamaha M7 Speaker System
- Matrox Mystique 4MB SGRAM Video Card
- 1 Parallel Port, [redacted] Serial Ports
- 4 x PCI Bus, 3 [redacted] ISA Bus Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows 95
- Microsoft PS/2 Mouse 2.0

[redacted]

Pentium 166 .... $2118
Pentium 200 .... $2322
Pentium 200MMX $2418

- Intel Triton 430TX Chipset , 512k Pipeline Burst Cache
- ATX Full Tower Case
- 32MB 60ns [redacted] [redacted] expandable to 512MB
- NEC 1 44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI 2 Controller
- [redacted] 2GB [redacted] 5ms Ultra Wide SCSI-2 Drive
- Toshiba 12X CD-ROM Drive
- Creative Lab AWE64 Sound Card
- Yamaha M7 Speaker System
- Matrox Millennium 4MB WRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 4 x PCI Bus, 3 x ISA Bus Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows 95
- Microsoft PS/2 Mouse 2 0

VANTAGE BASIC PRO

Pentium Pro 200-256...... $2096
Pentium Pro 200-512...... $2761

- Intel Natoma 440FX Chipset
- Single Processor Support
- Mid Tower Case, 300W FCC / UL
- 32MB 60ns EDO RAM expandable to 768MB
- NEC 1 44" 3 5" Diskette Drive
- [redacted] 2GB 9 5ms Fast ATA-3 Drive
- Toshiba 12X CD-ROM Drive
- Creative Lab Vibra 16 Sound Card
- Yamaha M7 Speaker System
- Matrox Millennium 2MB WRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 5 x PCI Bus, 4 x ISA Bus Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V4 0 Workstation
- Microsoft PS/2 Mouse 2.0

VANTAGE POWER PRO

Pentium Pro 200-256 ___ $3055
Pentium Pro 200-512...... $3720

- Intel Natoma [redacted] Chipset
- Single Processor Support
- Tower Case, 300W FCC / UL
- 32MB [redacted] EDO [redacted] expandable [redacted] 768MB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Barracuda [redacted] 8ms Ultra Wide Drive
- Toshiba 15X [redacted] CD-ROM Drive
- Creative Lab Vibra 16 Sound Card
- Yamaha M15 Or Altec Lansing ACS45 Speakers
- Matrox Millennium 4MB [redacted] Video Card
- [redacted] Parallel Port, [redacted] Serial Ports
- [redacted] x PCI Bus, 4 x ISA Bus Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows [redacted] V4 0 Workstation
- Microsoft PS/2 Mouse 2.0

VANTAGE PLUS [redacted]

Pentium Pro 200-256 .... $4158
Pentium Pro 200-512...... $4824

- Intel Natoma 440FX Chipset
- Single Processor Support
- Tower Case, 300W FCC / UL
- 64MB [redacted] EDO [redacted] expandable to 768MB
- NEC 1.44" 3 5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Cheetah [redacted] 7.5ms Ultra Wide Drive
- Plextor 12X [redacted] CD-ROM Drive
- Creative Lab AWE64 Sound Card
- Yamaha M15 Or Altec Lansing ACS45 Speakers
- Matrox Millennium 4MB WRAM Video Card
- [redacted] Parallel Port, 2 Serial Ports
- 5 x PCI Bus, [redacted] x [redacted] Bus Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V4.0 Workstation
- Microsoft PS/2 Mouse 2.0

VANTAGE DUAL BASIC PRO

Pentium Pro 200-256 .... $3026
Pentium Pro 200-512...... $3670

- [redacted] Natoma 440FX Chipset
- [redacted] Processor Support Single Processor Installed
- Tower Case, 300W FCC / [redacted]
- [redacted] [redacted] EDO RAM [redacted] to 1GB
- NEC 1 44" 3.5" [redacted] Drive
- Adaptec 2940UW Ultra [redacted] SCSI-2 Controller
- Seagate Barracuda 2GB [redacted] [redacted] Wide Drive
- Toshiba 12X [redacted] CD-ROM Drive
- Creative Lab Vibra [redacted] [redacted] [redacted]
- [redacted] M15 [redacted] Altec Lansing ACS45 Speakers
- Matrox [redacted] [redacted] WRAM [redacted] Card
- 1 [redacted] Port, 2 Serial [redacted]
- 4 x [redacted] [redacted] 5 x [redacted] [redacted] [redacted]
- [redacted] 104-key Natural Keyboard
- Microsoft Windows NT V4 0 Workstation
- Microsoft [redacted] [redacted] 2.0

VANTAGE DUAL POWER PRO

Pentium Pro 200-256 .... $3911
Pentium Pro 200-512...... $4554

- Intel Natoma 440FX Chipset
- [redacted] Processor Support Single Processor Installed
- Tower Case, 300W FCC / [redacted]
- [redacted] [redacted] [redacted] [redacted] expandable [redacted] 1GB
- NEC 1.44" 3 5" Diskette Drive
- Adaptec [redacted] Ultra Wide SCSI-2 Controller
- Seagate [redacted] 4GB 8ms Ultra Wide Drive
- Toshiba 15X [redacted] CD-ROM Drive
- Creative [redacted] AWE64 Sound Card
- Yamaha M15 Or Altec Lansing ACS45 Speakers
- Matrox Millennium [redacted] [redacted] Video Card
- 1 [redacted] Port, 2 [redacted] Ports
- 4x PCI Bus, [redacted] x [redacted] [redacted] [redacted]
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V4 0 Workstation
- Microsoft [redacted] [redacted] 2.0

VANTAGE DUAL PLUS PRO

Pentium Pro 200-256 .... $5814
Pentium Pro 200-512...... $6457

- Intel Natoma 440FX Chipset
- Intelligent Intel i960, I$_2$O Enabled
- Dual Processor Support Single Processor Installed
- Super Server Case, 450W FCC / UL
- 128MB 60ns EDO RAM expandable to 1GB
- NEC 1 44" 3 5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Cheetah 4GB 8ms [redacted] Wide Drive
- Plextor 12X SCSI CD-ROM Drive
- Creative [redacted] AWE64 Sound Card
- Yamaha M15 [redacted] Altec Lansing ACS45 Speakers
- Matrox Millennium [redacted] WRAM Video [redacted]
- 1 Parallel Port, [redacted] Serial Ports
- [redacted] [redacted] Bus, 3 [redacted] ISA Bus Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V4 0 Workstation
- Microsoft [redacted] Mouse 2.0

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pha AXP 433	$2989
pha AXP 500	$3704

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- ATX Mid Tower Case, 250W FCC / UL
- [illegible] 60ns Parity RAM expandable to 512MB
- NEC 1.44" 3.5" Diskette Drive
- IBM 2GB 9.5ms Fast ATA-3 Drive
- Toshiba 12X Speed CD-ROM Drive
- Matrox Millennium 2MB WRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- [illegible] PCI Bus, 2 x ISA Bus Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V4.0 Workstation
- Microsoft PS/2 Mouse 2.0

VANTAGE ALPHA POWER

Alpha AXP 433	$3667
Alpha AXP 500	$4382

- [illegible] Pipeline Burst Cache
- ATX Mid Tower Case, 250W FCC / UL
- 128MB 60ns Parity [illegible] expandable to 512MB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- IBM 2GB 9ms Ultra Wide SCSI-2 Drive
- Toshiba 12X Speed CD-ROM Drive
- Matrox Millennium 2MB WRAM Video Card
- 1 Parallel Port, 2 Serial Ports
- 4 x PCI Bus, 2 x ISA Bus Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V4.0 Workstation
- Microsoft PS/2 Mouse 2.0

VANTAGE ALPHA PLUS

Alpha [illegible] 433	$5609
Alpha AXP 500	$6324

- [illegible] Pipeline Burst Cache
- ATX Mid Tower Case, 250W FCC / UL
- 256MB 60ns Parity RAM expandable to 512MB
- NEC 1.44" 3.5" Diskette [illegible]
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate [illegible] 4GB 9ms Wide [illegible]-2 Drive
- Toshiba 15X SCSI CD-ROM Drive
- Matrox Millennium [illegible] WRAM [illegible] Card
- 1 Parallel Port, 2 Serial Ports
- 4 x PCI [illegible], [illegible] x ISA [illegible]
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V4.0 Workstation
- Microsoft [illegible] Mouse 2.0

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[illegible]	17"	25	1280x1024	$685

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[illegible]	20"	25	1600 x 1200	$1690
[illegible]	21"	28	1600 x 1200	$1690

itsubishi

[illegible]	17"	25	1280x1024	$854
[illegible]	21"	30	1600x1200	$1759

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[illegible]	15"	28	1280x1024	$343
[illegible]	17"	27	1280x1024	$572
[illegible]	17"	25	1280x1024	$699
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aha

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CD-ROMS

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12CS	Twelve-Speed SCSI	$295

Toshiba

5702	Twelve-Speed ATAPI	$99
5701	Twelve-Speed SCSI	$159
3801	Fifteen Speed SCSI	$229

HARD DISKS-IDE

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33240	3.2GB	Fast ATA-3	9.5ms	$274
34330	4.3GB	Fast ATA-3	9.5ms	$392

Western Digital

AC32100	2.1GB	Fast ATA-2	11ms	$235
AC32500	2.5GB	Fast ATA-2	11ms	$245
AC33100	3.1GB	Fast ATA-2	11ms	$279
AC34100	4.0GB	Fast ATA-2	11ms	$381

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Quantum

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XP34361	4.1GB	Wide Ultra SCSI	7.9ms	$985
XP39100	9.3GB	Wide Ultra SCSI	7.9ms	$1995

Seagate BARRACUDA

ST32171W	2.1GB	Wide Ultra SCSI	8ms	$699
ST34371W	4.3GB	Wide Ultra SCSI	8ms	$1070
ST19171W	9.1GB	Wide Ultra SCSI	8ms	$1995
ST19171FC	9.1GB	Fibre Channel	[illegible]	$2350

Seagate CHEETAH

ST34501W	4.5GB	Wide Ultra SCSI	7.5ms	$1425
ST19101W	9.0GB	Wide Ultra SCSI	7.5ms	$3320

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Ascend

Netwarp	$176
Netwarp Pro	$NEW
Pipeline 50	$540
Pipeline 75	$640

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Intel

EtherExpress 10/100	32-bit PCI 10/100	$89

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AHA-2940UW	32-bit PCI Ultra Wide SCSI Kit	$255
AHA-3940UW	32-bit PCI [illegible] MultiChan	$386

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Courier V.Everything	$225

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6PR-P420	Pentium Pro Board	$265

Intel

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Venus	ATX Pentium Pro Board	$Call
Providence	ATX Dual Pentium Pro [illegible]rd	$Call

Super Micro

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P5MMA	512k Pipelined - Triton 430 TX	$189
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P6DNF	Dual Pentium Pro Board	$431
P6DNH	Dual Pentium [illegible]	$1093

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Intel Pentium CPU 200MHz	$455
Intel Pentium MMX CPU 200MHz	$545
Intel Pentium Pro CPU 200MHz	$616

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Look Before You Leap

How Sure-Fire Is That Online Business Opportunity?

By Laura Bell

Now that using the Internet in a home-based headquarters is just as hot as the latest trend in fashion, you're probably bombarded with articles and solicitations dealing with "making big $$ on the Net" or "how to turn your PC into dollars." These opportunities come in well-known packages: medical billing, long-distance carriers, travel agents, health care products, gadgets for the home and more.

Indeed, well-established franchises and reliable companies do offer worthwhile packages to budding entrepreneurs. Some offer good training and back-up support. Others just offer a package.

However, common sense needs to be your first asset in your trip up the self-employment ladder. Without it, there can be only one future—disaster.

Do Your Homework

Any franchise ■ business opportunity vendor should be more than glad to offer you information on past and current members. If the company contact acts reluctant to provide this kind of information, it should be your first warning that this organization is not what it claims.

In your research, do more than just read advertisement blurbs or copy which has come from corporate headquarters. It is there for only one reason: to convince you to buy in. Do your own research ■ your search for happy owners. Do not take someone else's word.

The phone or email will do for an exchange of information. If you're considering one of the money-making packages which have received national coverage, there will be a SIG or forum with folks "into" it on the online world. Use your Net and online skills to help with your homework.

Do What You Know

People tend to get a little crazy when it comes to going into business for themselves. Stay with areas you know something about. If you have never worked with printers and don't know desktop publishing, do not assume that some magic package is going to put you into the newsletter business with an income you've only dreamed of. These stories, for the most part, exist only in advertising copywriters' minds.

In the '80s, I interviewed the chief executive officer of Beverly Enterprises, Robert Van Tuyle, at a time when the company was trying ■ recuperate from some very heavy industry losses. He told me that if they hadn't purchased companies outside of their management's expertise, the company probably would not have been going through its crisis.

Many companies' literature promises it will give you training and back you up with support. However, "support" doesn't necessarily mean you can get an immediate answer about ■ bug ■ the computer software, ■ help you with a customer-related problem when you have someone on hold. There is absolutely no way a manual ■ a support line can replace background knowledge of ■ particular industry. Every industry has its own peculiarities. You have to have been there to know how to deal with them.

> Stay with areas you know something about. If you have never worked with printers and don't know desktop publishing, do not assume that some magic package is going to put you into the newsletter business with an income you've only dreamed of.

Don't Bet The Farm

Over the years it's often happened that a friend or colleague has recommended I jump into a "sell out of the home" business. He/she was doing well and knew of others who had fared profitably.

However, seeing someone else successful should not influence you to throw caution to the wind.

Do not reroute money/investment funds from other projects to buy into one of these business prospects. Previously tagged monies for either bills or other investments should stay right where they are.

New ventures should not be started with funds you cannot afford to lose, or at least be without for a certain amount of time, without interfering with your family's lifestyle. For example, do not take money from your retirement package for such ventures. Do not invest in any plan with money you cannot replace. Launching a new business opportunity is just ■ risky as a trip to the gambling casino or playing the stock market.

Multi-Level Marketing: Choose Wisely

The multi-level marketing industry has developed new twists in the '90s. The new buzzword is network marketing. Some businesses work; others put unseemly pressures on those joining the "group," and have developed bad reputations as a result. If, however, you like the idea of working with groups and making money off those you recruit, consider the following.

How much inventory do you have to buy? Are

continued on page 1[illegible]

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- 8X CD-ROM
- 60WATT SPEAKERS
- 33.6 ROCKWELL VOICE MODEM
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- 104 WIN95' KEYBOARD
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- MINI CASE

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AMD K5 PR133	$955

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- 60WATT SPEAKERS
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- 1.44 TEAC FLOPPY DRIVE
- 104 WIN95' KEYBOARD
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- SUB-MID CASE

PENTIUM 100	$1,094
PENTIUM 133	$1,160
PENTIUM 166/MMX	$1,280/$1,430
PENTIUM 200/MMX	$1,460/$1,660
PENTIUM PRO 200	$1,780

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- 160WATT SPEAKERS
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- 1.44 TEAC FLOPPY DRIVE
- 104 WIN95' KEYBOARD
- LOGITECH SERIAL MOUSE
- MID CASE

PENTIUM 100	$1,250
PENTIUM 133	$1,295
PENTIUM 166/MMX	$1,415/$1,550
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Blank CD-Recordables	$6
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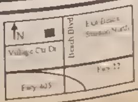

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- Matrox 2MB SGRAM Mystique PCI
- 3 1GB Enhance IDE HD
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- Microsoft Carrera Serial Mouse (2 0)
- 16X Speed IDE CD ROM Drive
- Sound Blaster 32-Bit PnP Sound Card
- 180-Watt Amplified Stereo Speakers
- 505 Multimedia CD Titles¹
- USRobotics® 33 6/56kbps Sportster® WinModem™ Internal Fax/Modem
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$1,799	$2,139	$2,239

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- 104-Key Win 95 Keyboard
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Intel Pentium®	
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- 256K Pipeline Burst Cache
- 16MB FAST EDO RAM
- Med Tower Case (H) with 7-Drive Bays
- 104-Key Win [illegible] Keyboard
- CTX 15" VL500 Digital SVGA Monitor
- S3-765 64-Video PCI 2MB/MPEG
- 2 1GB Enhance IDE Hard Drive
- 3.5" 1 44MB Floppy Drive
- High Resolution Serial Mouse
- 12X CD ROM Drive
- Sound Blaster 16-Bit PnP Sound Card
- 180-Watt Amplified Stereo Speakers
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- 16MB Fast EDO RAM Installed
- Med Tower Case (H) with 7-Drive Bays
- 104-Key Win 95 Keyboard
- 15" Digital Super VGA NI Monitor
- [illegible] 1MB PCI w/MPEG S.W. Accelerator
- 1 7GB EIDE Hard Drive
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AMD K5-75MHz	$939
AMD K5-133MHz	$999
AMD K5-166MHz	$1,089
Cyrix / IBM 150/P166+	$1,039
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- 8MB RAM Installed
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- 104-Key Win95 Keyboard
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- 64-Bit 1MB PCI w/MPEG S.W. Accelerator
- 1 2GB EIDE Hard Drive
- 3.5" 1 44MB Floppy Drive
- High Resolution Serial Mouse
- 8X CD ROM Drive
- 16-Bit PnP Win95 Sound Card
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AMD K5-75MHz	$830
AMD K5-133MHz	$890
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Intel Pentium 120MHz	$909

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- 104-Key Win 95 Keyboard
- 14" SVGA [illegible] Monitor (28)
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Intel Pentium MMX-200MHz	$1,699

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Intel Tucson (ATX) 512K+Yamaha Sound	$175
Intel Marl (ATX) 256K PB	$118
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Asus P55TVP4 Triton 430VX-3 Triton 256K / 512K Pipe Line Cache	Call
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P6 Pentium® Pro Triton 440FX (AT)	$159
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Full Tower (250W/7 5x16 5x24 4)	[illegible]
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ATX Desk Case w/PS	$75
ATX Med Tower w/PS	$85
ATX Full Tower w/PS	$105
Mini Tower w/Door (230W/7 1x15 9x13 0)	$45
Medium Tower w/Door (230W/6.7x15.8x18 5)	$65
Full Tower w/Door (250W/7 5x16 5x24 4)	$79

(Black Cases available see "Black Components")

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PS/2 Slim/Full Size 300W	$48/$55
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486 CPU Heat Sink Fan	$5
P5 Ball Bearing HS Fan	$5
P5 "5cm" Heavy Duty (Cyrix Certified) HS Fan	$9
Pentium Pro Ball Bearing Heat Sink Fan	$15

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BTC [illegible] Win95	$12
AT&T 104-Key Win95	$18
Keytronic KT2000 (USA) [illegible] 104	$23
Fujitsu 4700 104 Win 95	$39
Focus 2001 w/Dust Cover Win 95	[illegible]
Focus 6200 w/Cover Win 95 KB	[illegible]

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Safronic 2.25" 1 2MB	$29
Mitsumi 5.25" 1 2MB / 3.5" 1 44MB	$35/$21

Video Cards

Mono Graphics w/P[illegible] Port (MGP)	$13
ISA 16-Bit 512K SVGA	$25

Trident

ISA 16-Bit 8900 1M SVGA	$28
PCI 9440 1M / 2M	$23/$33
PCI 9680 1M / 2MB MPEG	$28/$38

S3 (PCI) w/S.W. MPEG

Trio 765 Video 1M/2M	$29/$40
Virge Video 2M/4M EDO	$52/$72

ATi (PCI)

WinBoost 1M/2M EDO RAM	$59/$70
Mach 64 2M/4M VRAM	Call

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3D 2000 Virge 2M/4M EDO w/MPEG	$85/$105
3D-3000 Virge 2M/4M VRAM /MPEG	$135/$168

Matrox (PCI)

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MystiQue 2M SGRAM (Retail)	Call
MystiQue 4M SGRAM (OEM)	Call
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Monitors

ViewSonic (Authorized Dealer)

Model	Size (in) Viewable	Dot Pitch	Max. Res	[illegible] (Hz)	Special Features	Price
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17GS	17.0/16.0	0.27	1280x1024	[illegible]		$549
GT770	17.0/16.0	0.25AG	1280x1024	80	SpeedTron	[illegible]
17PS	17.0/16.0	0.25	1600x1280	[illegible]		[illegible]
PT770	17.0/16.0	0.25AG	1600x1280	88	SpeedTron	$675
20G	20.0/[illegible]	0.29	1600x1280	60		CALL
[illegible]	20.0/19.1	0.30AG	1600x1280	68	SpeedTron	CALL
G810	21.0/20.0	0.25	1600x1280	86	[illegible]	$1330
[illegible]	21.0/20.0	0.25	1600x1280	72		$1350
PT810	21.0/19.5	0.30AG	1600x1280	75	[illegible]	[illegible]
[illegible]	21.0/22.0	0.25	1800x1440	77		$1550

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An overemphasis [illegible] recruiting [illegible] sometimes put members in a situation where they have no time to keep up with personal sales. Given enough time, these pressures create a no-win situation for your business future. (I sold a line of clothes out of my home in the '70s, and found myself dealing with this recruiting problem.)

Are you under constant pressure to maintain a certain sales quota amount every month for fear of losing perks and high percentages added to your paycheck? Those new to business, when falling prey to these pressures, will do almost anything to keep up their status. In order to meet monthly quotas, they may charge orders to their own personal credit lines in hopes of selling the inventory and replacing the loss/cost at a later date. The end result is usually loss of their personal credit.

Bottom line: If you join one of these organizations, do not fall prey to a push-push mentality.

Some of these groups and their pressure tactics inflict a cult-like mentality on their recruits. Make sure that you maintain a life outside. Friends and relatives not involved in the business can help you keep a perspective.

Room To Grow?

Sometimes businesses only recruit reps for given territories. This used [illegible] be enforced strictly with the likes of Avon and the like. Find out beforehand if "your company" has this rule and its ramifications. Are you, for instance, in a territory you think lacks sufficient potential customers for the type of business you want to grow? For an insight on small businesses doing well within any city, check the Chamber of Commerce Directory. Some cities are [illegible] putting theirs [illegible] the Web.

Several years ago, one of the primetime news magazines ran a feature on alleged misconduct of a franchise dealing with the interior design market. One of the couples interviewed for the piece found out too late there was someone just a few blocks away who also bought into the franchise. If they had asked the right questions, this could have been avoided.

Hard Work, Not Easy Street

Promotional come-ons for many of these companies imply that a permanent increase in income will follow the minute you sign their contract.

Business is risky in all shapes and forms. Using your computer, buying into a franchise, or a networking marketing program **does not magically change** this. However, opportunities are out there.

Initially, if you have [illegible] close circle of friends, colleagues or associates who are potential customers, this may be true, but only in the short run. Income from initial sales may give you an unrealistic picture as to what is really going on. Also, previous testimonials from other clients may also be simply early sales from friendly customers.

However, there will come a time when that first circle has to be broken by doing hard sales and cold marketing. That's when the real work starts and the honeymoon is over. Do not accept testimonials from other customers involved in one of these groups without probing this question. And, if your source claims to have [illegible] trouble finding customers after a year or longer in business, then find out how many groups and organizations they were involved in before launching this venture. Probing beneath the surface is sometimes very necessary.

And the last thing to remember in all business — everything takes longer than you thought it would.

Online Resources

For current advice, I checked in with the CompuServe forums for those already [illegible] business, expanding, or about to start. (This includes several discussions of business opportunities.)

One of the most helpful forums seems to be the "work at home" forum. This [illegible] be found by using "/g work." There's at least one other area on CIS for entrepreneurs: either type "/g smallbiz" or "find entrepreneurs."

The Internet offers many Usenet groups for anyone interested [illegible] operating their business. Use a key word to search the ones out which interest you with your ISP. Try "business," "entrepreneurs" and "consulting" as search words to [illegible] you started.

[illegible] few tips from the "work [illegible] home" forum: "Don't look for handholding"; "Remember the 4Ds when running your business: dedication, desire, determination and discipline"; and "Be prepared for ups and downs."

Tradeoffs: [illegible] Self-Employment For You?

Any entrepreneur has to realize that the freedom he has to become his own boss also brings the flip side of the coin—the freedom [illegible] fail.

Joining an established organization does give you [illegible] leg up on the world as a new entrepreneur. It helps you overcome the problems surrounding name recognition. This [illegible] one of the biggest advantage to joining an established group/organization. They are, however, only offering you a key [illegible] get in the door. This is your beginning.

What happens after that has to do with you [illegible] an individual. If you have done your homework and feel ready to leap, do so with the understanding that your responsibility as a business owner is just beginning. It's yours, and that of those partners or associates you chose to involve in your operation.

If, down the road, you find the business is not working out the way it should, look at the whole picture realistically. Did you give it enough time? Most businesses take quite a while to turn a profit. It's one of the reasons the SBA (Small Business Association) advises you make a business plan for the first five years. How you schedule your time, take care of the business's required accounting, public relations, and most of the marketing falls on your shoulders.

Business is risky in all shapes and forms. Using your computer, buying into a franchise, or a networking marketing program does not magically change this. However, opportunities are out there. Chose carefully and plan wisely. ■

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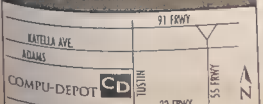

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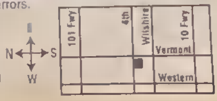

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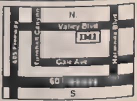

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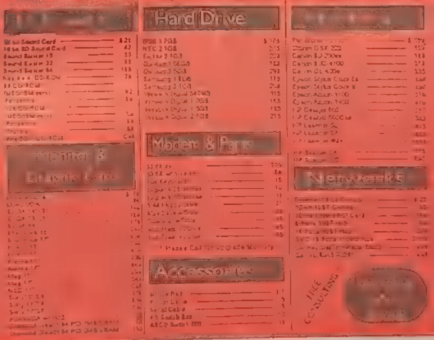

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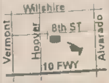

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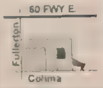

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Windows Memory Managers—Boon or Bête Noir?

A Look At Three Software Solutions For Managing Memory To Achieve Better System Performance

By Lenny Bailes

The world of Windows memory managers is somewhat reminiscent of the traveling medicine wagons of the 1880s. The image of moustachioed barkers hawking ornately-labeled bottles of mystical "super tonic" is [redacted] hard one to avoid.

Pre-95 versions of Windows had a serious memory management flaw. Your computer might have 8MB or even 16MB of RAM installed, yet "out of memory" messages could appear when only one or two applications were open. Shareware programmers spawned a cottage industry in third-party memory fixes for Windows. Corporate developers followed with products like RAM Doubler (Connectix), Hurricane (Helix), and updated QEMM (Quarterdeck).

In Windows 95, Microsoft fixed most of the problems that caused "out of memory" messages when plenty of RAM was still available. The first crop of third-party memory managers for Windows 95 shifted their approach. Instead of solving "out of memory" problems, they focused on attempts to improve overall speed and system performance. Some vendors boasted of memory compression technology that would make the system appear to have more RAM and cut down on hard disk accesses. In reality, the first generation of these products did very little to improve Windows 95 system or application performance in any way. In fact, [redacted] teapot tempests were generated by products that were found to do more harm than good.

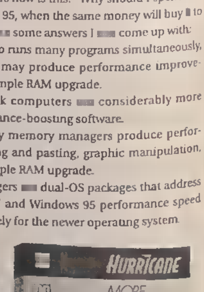
It's a slightly different story with the second generation of Windows 95 memory managers. Again, these products claim they will boost system performance and increase application speed on computers with limited memory resources. But now, some of them actually help. I tested three current Windows [redacted] memory managers (Helix Hurricane, Connectix Agent 95, and Quarterdeck MagnaRAM 97) and found that they can significantly improve the speed of some basic Windows 95 operations: cutting and pasting, switching between applications, and saving files to disk.

The question that faces consumers now is this: "Why should I spend $30 to $60 on [redacted] software fix for Windows 95, when the same money will buy [redacted] to [redacted] more megabytes of RAM?" Here [redacted] some answers I [redacted] come up with:

1. If you are a heavy multitasker who runs many programs simultaneously, some of these memory managers may produce performance improvements that will not appear after a simple RAM upgrade.
2. Memory upgrades for notebook computers [redacted] considerably more expensive than third-party performance-boosting software.
3. In some applications third-party memory managers produce performance improvements (faster cutting and pasting, graphic manipulation, etc.) that may not appear after a simple RAM upgrade.

Some third-party memory managers [redacted] dual-OS packages that address both Windows 3.x "out of memory" and Windows 95 performance speed issues. Others [redacted] designed exclusively for the newer operating system.

Helix Hurricane



Hurricane v2 [redacted] a dual-module package that adopts itself to either Windows 3.x or Windows 95. The Windows 3.x module does not attempt to speed performance through memory compression, but it does effectively banish "out of memory" messages. The included print cache, disk cache, and video cache prevent Hurricane from slowing down performance under Windows 3.x. Disk [redacted] and video performance may be substantially improved on older, slower hardware, with a slight (5 to 10%) speed increase on a newer, [redacted] powerful system.

continued on page 135

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Dual PRO NT Server

- ☐ PRO 200MHz Single Processor
- ☐ Intel PR440FX Mainboard made by Intel
- ☐ Adaptec UltraWide SCSI Built-in
- ☐ Intel EtherExpress Pro/100 Built-in
- ☐ 16bits Crystal 4236 Audio Built-in
- ☐ Plug & Play BIOS
- ☐ 32MB EDO 60ns DRAM
- ☐ Barracuda UltraWide SCSI 2.1GB
- ☐ 17" .28 SVGA Digital Monitor
- ☐ Matrox Mystique 4MB SGRAM
- ☐ 16X SCSI CD-ROM
- ☐ 180watt Speaker
- ☐ 1.44MB Floppy Disk Drive
- ☐ Microsoft Serial Mouse
- ☐ Windows95 Enhanced Keyboard
- ☐ ATX Deluex Medium Tower Case

17 | 32MB EDO | 16X SCSI | 2.1GB UWSCSI

$3199

PENTIUM PRO WS

- ☐ Pentium PRO 200MHz Processor
- ☐ Intel Venus ATX PRO Mainboard
- ☐ 256KB L2 Cache, Plug & Play BIOS
- ☐ 32MB EDO [illegible]
- ☐ Quantum 3.8GB EIDE [illegible]
- ☐ 17" [illegible] SVGA Digital Monitor
- ☐ Matrox Millennium 4MB WRAM
- ☐ 16X Enhanced IDE CD-ROM
- ☐ SoundBlaster AWE64 Plug & Play
- ☐ 180watt Stereo Speaker
- ☐ 1.44MB Floppy Disk Drive
- ☐ Microsoft Serial Mouse
- ☐ Windows95 Enhanced Keyboard
- ☐ ATX Deluex Medium Tower Case

256K Cache | 17 | 32MB EDO | 16X | 3.8GB

$2499

PENTIUM PRO

- ☐ Pentium PRO 200MHz Processor
- ☐ Intel Pentium PRO 440FX Mainboard
- ☐ 256KB L2 Cache, Plug [illegible] Play BIOS
- ☐ [illegible] EDO RAM
- ☐ 3.1GB EIDE HDD
- ☐ 17" .28 SVGA Digital Monitor
- ☐ Diamond Stealth 3D 2000 4MB EDO
- ☐ 16X enhanced IDE CD-ROM
- ☐ SoundBlaster32 Plug [illegible] Play
- ☐ 180watt Stereo Speaker
- ☐ 1.44MB Floppy Disk Drive
- ☐ Microsoft Serial Mouse
- ☐ Windows95 Enhanced Keyboard
- ☐ Medium tower case

256K Cache | 17 | 32MB EDO | 16X | 3.1GB

$2249

MMX 200 TX97

- ☐ Intel Pentium MMX [illegible] Processor
- ☐ ASUS Intel Triton 430TX97 [illegible]
- ☐ 512KB Pipeline Burst Cache
- ☐ 32MB EDO RAM
- ☐ 3.1GB EIDE HDD
- ☐ 17" .28 SVGA Monitor
- ☐ Diamond Stealth [illegible] 3000 4MB VRAM
- ☐ 16X Enhanced IDE CD-ROM
- ☐ SoundBlaster [illegible] Plug [illegible] Play
- ☐ 180watt Stereo Speaker
- ☐ 1.44MB Floppy Disk Drive
- ☐ 3 Button Serial Mouse
- ☐ Windows95 Enhanced Keyboard
- ☐ Medium Tower Case

512K | 17 | 32MB EDO | 16X | 3.1GB

$2149

MMX 200

- ☐ Intel Pentium MMX 200MHz Processor
- ☐ Intel Triton III VX, Plug [illegible] Play BIOS
- ☐ 512KB Pipeline Burst Cache
- ☐ 32MB EDO RAM
- ☐ 3.1GB EIDE HDD
- ☐ 17" .28 SVGA Monitor
- ☐ Diamond Stealth 3D 2000 4MB EDO
- ☐ 16X Enhanced IDE CD-ROM
- ☐ SoundBlaster32 Plug [illegible] Play
- ☐ 180watt Stereo Speaker
- ☐ 1.44MB Floppy Disk Drive
- ☐ 3 Button [illegible] Mouse
- ☐ Windows95 Enhanced Keyboard
- ☐ Sub-Medium Tower Case

512K | 17 | 32MB EDO | 16X | 3.1GB

$1799

MMX 166

- ☐ [illegible] Pentium 166MHz MMX Processor
- ☐ Intel Triton III VX, Plug [illegible] Play [illegible]
- ☐ 512KB Pipeline Burst Cache
- ☐ 16MB EDO RAM
- ☐ 2.1GB EIDE HDD
- ☐ 15" .28 SVGA Monitor
- ☐ S3 PCI 64Bits w/2MB MPEG
- ☐ 12X Enhanced IDE CD-ROM
- ☐ SoundBlaster16 Compatible Sound
- ☐ 180watt Stereo Speaker
- ☐ 1.44MB Floppy Disk Drive
- ☐ [illegible] Button Serial Mouse
- ☐ Windows95 Enhanced Keyboard
- ☐ Sub-Medium Tower Case

512K Cache | 15 | 16MB EDO | 12X | 2.1GB

$1299

PENTIUM 166

- ☐ [illegible] Pentium 166MHz Processor
- ☐ Intel Triton III VX, Plug [illegible] Play BIOS
- ☐ 512KB Pipeline Burst Cache
- ☐ 16MB EDO RAM
- ☐ 1.6GB EIDE HDD
- ☐ 15" .28 SVGA Monitor
- ☐ S3 PCI 64Bits w/2MB MPEG
- ☐ 12X Enhanced IDE CD-ROM
- ☐ SoundBlaster16 Compatible Sound
- ☐ 180watt Stereo Speaker
- ☐ 1.44MB Floppy Disk Drive
- ☐ 3 Button Serial Mouse
- ☐ Windows95 Enhanced Keyboard
- ☐ Medium Tower Case

166MHz | 512K | 15 | 16MB EDO | 12X | 1.6GB

$1099

PENTIUM 133

- ☐ Intel pentium 133MHz Processor
- ☐ [illegible] Triton III VX, Plug [illegible] Play BIOS
- ☐ 256KB Pipeline Burst Cache
- ☐ 16MB EDO [illegible]
- ☐ 1.6GB EIDE HDD
- ☐ 15" [illegible] SVGA Monitor
- ☐ S3 PCI 64Bits [illegible] MPEG
- ☐ 12X Enhanced IDE CD-ROM
- ☐ SoundBlaster16 Compatible Sound
- ☐ 180watt Stereo Speaker
- ☐ 1.44MB Floppy Disk Drive
- ☐ [illegible] Button [illegible] Mouse
- ☐ Windows95 Enhanced Keyboard
- ☐ Sub-Medium Tower Case

133MHz | 256K | 15 | 16MB EDO | 12X | 1.6GB

$949

PENTIUM 100

- ☐ Intel Pentium 100MHz Processor
- ☐ Intel Triton III VX, Plug [illegible] Play BIOS
- ☐ 256KB Pipeline Burst Cache
- ☐ 16MB EDO RAM
- ☐ 1.2GB EIDE HDD
- ☐ 14" .28 SVGA Monitor
- ☐ S3 PCI 64Bits w/1MB MPEG
- ☐ [illegible] Enhanced IDE CD-ROM
- ☐ SoundBlaster16 Compatible Sound
- ☐ 60watt Stereo Speaker
- ☐ [illegible] 44MB Floppy Disk Drive
- ☐ 3 Button Serial Mouse
- ☐ Windows95 Enhanced Keyboard
- ☐ Mini Tower Case

100MHz | 256K | 14 | 16MB EDO | 8X | 1.2GB

$777

CYRIX 200+

- ☐ Cyrix 686-200+ Processor
- ☐ DFI VLSI Chipset Pentium M/B
- ☐ 512KB Pipeline Burst Cache
- ☐ 32MB EDO RAM
- ☐ 3.1GB EIDE HDD
- ☐ 17" .28 SVGA Monitor
- ☐ Diamond Stealth 3D 4MB EDO
- ☐ 16X Enhanced IDE CD-ROM
- ☐ SoundBlaster32 Plug & Play
- ☐ 180watt Stereo Speaker
- ☐ 1.44MB Floppy Disk Drive
- ☐ 3 Button Serial Mouse
- ☐ Windows95 Enhanced Keyboard
- ☐ Medium Tower Case

CYRIX 200+ | 512K | 17 | 32MB EDO | 16X | 3.1GB

$1699

CYRIX 166+

- ☐ Cyrix 6X86-166+ Processor
- ☐ Intel Triton III VX, Plug [illegible] Play BIOS
- ☐ 512KB Pipeline Burst Cache
- ☐ 16MB EDO [illegible]
- ☐ 1.6GB [illegible] HDD
- ☐ 15" .28 SVGA Monitor
- ☐ S3 PCI 64Bits w/2MB MPEG
- ☐ 12X Enhanced IDE CD-ROM
- ☐ SoundBlaster16 Compatible Sound
- ☐ [illegible] Stereo Speaker
- ☐ 1.44MB Floppy Disk Drive
- ☐ [illegible] Button Serial Mouse
- ☐ Windows95 Enhanced Keyboard
- ☐ Sub-Medium Tower Case

CYRIX 166+ | 512K | 15 | 16MB EDO | 12X | 1.6GB

$969

AMD K5-133/166

- ☐ AMDK5-Pentium 133/166 Processor
- ☐ [illegible] Triton III VX, Plug & Play BIOS
- ☐ [illegible] Pipeline Burst Cache
- ☐ 16MB EDO [illegible]
- ☐ 1.2GB EIDE HDD
- ☐ 14" [illegible] SVGA [illegible]
- ☐ S3 PCI 64Bits w/1MB MPEG
- ☐ [illegible] Enhanced IDE CD-ROM
- ☐ SoundBlaster16 Compatible Sound
- ☐ 60watt Stereo Speaker
- ☐ 1.44MB Floppy Disk Drive
- ☐ 3 Button Serial Mouse
- ☐ Windows95 Enhanced Keyboard
- ☐ Mini Tower Case

AMD | 256K | 14 | 16MB EDO | 8X | 1.2GB

$839/$899

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Fax: (818) 913-5270

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Fax: (714) 537-2521

CompuXpress

Santa Monica

3019 Wilshire
Tel: (310) 453-2726
Fax: (310) 453-6716

*All systems carry a one year full warranty *All prices reflect a 2% cash discount *All price subject to change without notice. *Not responsible typographical errors.

CD-ROM

EIDE CD-ROM

■ Teac 16X EIDE Int.	$139
☐ Goldstar 16X EIDE Int.	$129
☐ Takaya 12X EIDE Int	$99
☐ Toshiba 12X [illegible] Int	$109
☐ [illegible] EIDE Int.	$89

SCSI CD-ROM

☐ Toshiba 12X SCSI Int	$189
■ Toshiba 15X SCSI Int.	$239
☐ Teac 16X SCSI Int.	$239

CD-Recordable SCSI

☐ HP SureStore CD-Writer [illegible] Int	$449
■ [illegible] SureStore CD-Writer 6020e [illegible]	$529

System Boards

(Lowest Price)

☐ ASUS XP6NP5/P6NP5 PRO440FX,ATX/AT,5 PCI/3 ISA,4x72-pin SIMMs	$249
☐ ASUS TX97/TX97-X 430TX,AT/ATX,4 PCI/4 ISA,3x168-pin [illegible] 512K [illegible] Cache,[illegible] Master IDE	$189
☐ ASUS TX97-E/TX97-XE 430TX,AT/ATX,4 PCI/3 ISA,4x72pin [illegible] 2x168-pin SDIMMs,512K Cache,UltraDMA/33 Bus [illegible]	[illegible]
■ ASUS P55T2P4S 430HX,AT,4 PCI/3 ISA,8x72-pin SIMMs, 512K Cache,Adaptec [illegible] Ultra-Wide SCSI [illegible]	$279
☐ ASUS XP55T2P4 430HX,ATX,4 PCI/3 ISA,4x72-pin SIMMs,512K	$149
☐ ASUS P55T2P4 430HX,AT,4 PCI/3 ISA,4x72-pin SIMMs,512K	$145
☐ ASUS VX97 430VX,AT,4 PCI/3 ISA,4x72-pin SIMMs,512K	$109
■ SuperMicro [illegible] [illegible] PRO440FX [illegible] AT,5 PCI/4 ISA,8x72-pin SIMMs	[illegible]
☐ SuperMicro [illegible] DUAL PRO440FX,AT,4 PCI/3 ISA,6x72-pin SIMMs	$369
■ SuperMicro P6SNS PRO440FX,AT,4 [illegible] ISA,6x72-pin SIMMs [illegible] Ultra-Wide [illegible]	$399
☐ SuperMicro [illegible] [illegible] PCI/4 [illegible]A,8x72-pin [illegible]	$209
☐ GigaByte GA-586DX [illegible] 430HX,ATX [illegible] PCI/3 ISA 4x72-pin SIMMs 512K [illegible]	$279
☐ [illegible] PR440FX DUAL PRO440FX,ATX,4 [illegible] ISA,4x72-pin [illegible] Adaptec U-Wide [illegible] Pro/100 [illegible] Crystal [illegible]	$579
☐ [illegible] Venus PRO PRO440FX,ATX,4 PCI/4 ISA,4x72-pin SIMMs	$219

Sound Cards

Sound Cards

☐ ESS 1868 16Bits Plug [illegible] Play	$28
☐ SoundBlaster 16 Plug & Play OEM	$59
☐ SoundBlaster 32 Plug [illegible] Play OEM	$89
☐ SoundBlaster AWE32 PnP Retail	$159
☐ SoundBlaster AWE64 PnP Retail	$169

Speaker

☐ 60 watts Stereo Speaker	$19
☐ 180 watts Stereo Speaker	$39
☐ Yamaha [illegible] Stereo Speaker	[illegible]
☐ Yamaha M15 Stereo Speaker	[illegible]

Hard Drives

☐ Western Digital 1 2GB EIDE	$189
☐ Western Digital 1 6GB [illegible]	$199
☐ Western Digital 2 [illegible] EIDE	$229
☐ Western Digital 2.5GB EIDE	$249
☐ [illegible] Digital 3 1GB EIDE	$269
☐ Western Digital 4 3GB EIDE	$359

☐ Quantum [illegible] 1 2GB EIDE	$179
☐ Quantum Fireball 1 6GB EIDE	$189
☐ Quantum Fireball 2 1GB EIDE	$209
☐ Quantum [illegible] EIDE	$229
☐ Quantum Fireball 3 2GB EIDE	$259
☐ Quantum Fireball 3.8GB EIDE	$299

☐ Adaptec Controller Card		
☐ Adaptec 1522 SCSI	(Re/OEM)	$139/$79
☐ Adaptec 1542CF [illegible]	(Re/OEM)	$239/$179
☐ Adaptec [illegible] PCI SCSI	(Re/OEM)	$229/$179
☐ Adaptec 2940U-Wide [illegible]	(Re/OEM)	$279/$219

☐ Quantum [illegible] TM 2.1GB [illegible]	$289
☐ [illegible] 3.2GB [illegible] SCSI	$349
☐ Quantum [illegible]	[illegible]

☐ SeagateBarracuda	
☐ [illegible] ST32171N 2.1GB U-SCSI III	$649
☐ Barracuda ST32171W 2 1GB [illegible]	$699
☐ [illegible] ST34371W 4.3GB U-Wide	$999

☐ Iomega [illegible]	$179
☐ [illegible] Zip [illegible] 100MB [illegible]	$169
☐ Iomega Jaz Drive 1GB Int.	$359
☐ Iomega Jaz [illegible] Ext	$459

☐ HP [illegible] T-3000 [illegible] Int	$179
☐ [illegible] Colorado [illegible] Int.	$349

Network Products

Network Cards

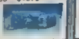
☐ 16bits ISA Ethernet Combo Plug & Play	[illegible]
☐ 32bits PCI Ethernet Combo Plug [illegible] Play	$49

3COM Network Card

☐ 3COM 3C509B-TPO (10BT)	ISA	[illegible]
☐ 3COM 3C509B-C Combo	ISA	[illegible]
■ 3COM 3C905-TX (100BT)	PCI	$89
☐ 3COM 3C589D-TP PCMCIA II		$159

3COM HUB

☐ 3COM OfficeConnect 8 Port Hub	$149
☐ 3COM OfficeConnect 16 Port Hub	$379
☐ 3COM OfficeConnect 8 Port 100BT Hub	[illegible]
☐ 3COM Super Stack [illegible] Port 100BT Hub	$1679



MONITORS

EIZO

☐ FlexScan T2-17TS 17" .25 1600x1200	$945
☐ FlexScan TX-C7S 17" .25 1600x1200	$1025
■ FlexScan F2-21 21" FST .28 1600x1200	$1775

NOKIA

☐ 447XI 17" .25mm 1600x1200	$875
☐ 445XI 21" .22mm 1600x1200	$1795

SONY

☐ MultiScan300SF 20" 1600x1200	$1579
☐ CPD-200SF 17" .25mm 1600x1200	$729
☐ CPD-200SX 17" .25mm 1280x1024	$635
■ MultiScan 100SX .25mm 1024x768	$379

MAG

☐ DX1595 15" .28mm 1024x768	$289
☐ DJ700 17" .26mm 1280x1024	$579
☐ DX700T 17" .25mm 1280x1024	$619

Viewsonic

☐ 17GS 17" .27mm 1280x1024	$589
☐ PT770 17" .25mm [illegible]	$699
☐ PT775 17" .25mm 1600x1200	$925
☐ [illegible] 21" .25mm 1600x1200	$1499
☐ PT810 21" .30mm 1600x1200	$1645

Panasonic

☐ S15 15" .27mm 1024x768	$299
☐ P15 15" .27mm 1280x1024	$339
■ S17 17" .27mm 1024x768	$549
☐ P17 17" .25mm 1600x1280	$839

Samsung

☐ SyncMaster 15GLi [illegible] 1024x768	$359
☐ SyncMaster 17GLi .28 [illegible]	$599
■ SyncMaster 17GLSi [illegible] 1280x1024	$749

AuroraVision

☐ [illegible] 14" .28 [illegible]	$179
☐ [illegible] 15" .28 NI 1024x768	$239
☐ AV2 565F 17" .28 NI 1024x768	$449

Modem

USRobotics

☐ Sportster 33.6K WinModem	$99
☐ Sportster 33.6K [illegible]	$129
☐ Sportster [illegible] 6 External	$149
☐ Sportster [illegible] 33.6K [illegible]	$149
☐ Sportster Voice 33.6K External	$179
■ Sportster 56K Internal	$179
■ Sportster [illegible] External	$199

Archtek

☐ Smartlink 33.6K Data/Fax Internal	$69
☐ Smartlink 33.6K Voice/Data/Fax Int.	[illegible]
☐ Smartlink 33.6K Voice/Data/Fax Ext.	$129

Video Adapters

Matrox

☐ Mystique 3D [illegible] SGRAM	$119
☐ Mystique 3D [illegible] SGRAM	$139
■ [illegible] 3D 2MB WRAM	$179
☐ [illegible] 4MB [illegible]	$249

Diamond

☐ Stealth 2500XL w/1MB	$45
☐ Stealth 3D 2000 w/2MB EDO	$89
☐ Stealth 3D 2000 w/4MB EDO	$99
☐ Stealth 3D 3000 w/2MB VRAM	$149
☐ Stealth 3D 3000 w/4MB VRAM	$199

ATI

☐ 3D Xpression+ 2MB SGRAM	$129
☐ 3D Xpression+ 4MB SGRAM	$143
☐ 3D Expression PC2TV 4MB SGRAM	$159
☐ 3D Pro Turbo PC2TV 4MB SGRAM	$199
☐ 3D Pro Turbo PC2TV 8MB [illegible]	$299
☐ TV Tuner Card ISA for 3D Xpression+	$99

ETC.

☐ Trident 9680 [illegible] w/1MB	$29
☐ S3 64Trio+ MPEG w/2MB	$39

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8MB
810MB HDD
Dual Scan Display

$1299

T200CDS

Toshiba

Pentium 100MHz
8MB
810MB HDD
6X CD-ROM
Dual Scan Display

$1599

T425CDS/CDT

Toshiba

Pentium 100MHz
8MB
810MB/1 3GB HDD
6X CD-ROM
Dual Scan/Active Display

$1699/$2299

T430CDS/CDT

Toshiba

Pentium 120MHz
16MB
1.3GB HDD
10X CD-ROM
Dual Scan/Active Display

$1999/$2599

T500CS

Toshiba

Pentium 120MHz
16MB
1 3GB HDD
Dual Scan Display
28 8Fax

$1999

T500CDT

Toshiba

Pentium 120MHz
16MB
1.3GB HDD
Dual Scan Display
6X CD-ROM,28 8Fax

$2999

T650CT

Toshiba

Pentium 133MHz
16MB
1 3GB HDD
Active Display
28.8Fax

$3499

T660CDT

Toshiba

Pentium 150MHz
16MB
1 3GB HDD
Active Display
10X CD-ROM,28 8Fax

$4699

T730XCDT

Toshiba

Pentium MMX 150MHz
16MB
2 0GB HDD
Active Display
10X CD-ROM,28 8Fax

$5399

T740CDT

Toshiba

Pentium MMX 166MHz
[illegible]
2 0GB HDD
[illegible] Display
10X CD-ROM,28.8Fax

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PENTIUM® OF APRIL '97

windows 95 ready intel Triton Chipset, 256k Pipe BurCache, 8MB EDO RAM, 1.2GB HDD, 1.44FDD 14" SVGA Color Monitor, Built-in Cirk, Super Digital Case, 104 Enhanced Keyboard Mouse

		Multimedia 6X
100MHz	$ 619.99	$ 729.99
133MHz	$ 639.99	$ 749.99
166MHz	$ 779.99	$ 889.99
Pro 200	$ 979.99	$1089.99
MMX 166MHz	$ 879.99	[redacted] 989.99

PENTIUM 133
$ 639.99

6x86 OF APRIL'97

Pentium MB W/256k Pipline burst Cache, Pci Ctrl, 1.2 GB HDD, 8MB RAM, 1.44 MB FDD, 1MB Win'accel Super Digital Case, 104 Win 95 Enhanced Keyboard

		MULTI MEDIA 6X
6X86 P150+	$629.99	[redacted] 739.99
6X86 P166+	$649.99	$ 759.99
6X86 P200+	$739.99	$ 849.99

6X86 P-166
$649.99

MEMORY

1MB 30 PIN 70 NS	$ 7.99
4 MB 30 PIN 70 NS	$ 22.99
5 [redacted] 72 PIN	$ 21.99
[redacted] MB 72 PIN	$ 38.99
16 MB 72 PIN	$ 79.99
32 MB 72 PIN	$166.99

EDO MEMORY

4/8/16MB 23.99 / 42.99 /82.99

MOTHERBOARD

MOTHER BOARD W/CPU

PENT.- PRO [redacted]	$ 559.99
166 MHz 256K	$ 359.99
150 MHz 256 K	[redacted]
133 MHz 256K	$ 224.99
120 MHz 256 K	$ 199.99
100 Mhz 256K	$ 175.99
6X86 P150+	$ 174.99
6X86 P166+	$ 199.99
AMD K-5 75MHz	$ 99.99
AMD K-5100MHz	$ 129.99
AMD K-5133MHz	$ 149.99
5X86-133 MHzVLB/PCI	$ 89.99/99.99

HARD DRIVES

1.0 GB EIDE	$ 169.99
1.2 GB EIDE	$ 179.99
1.3 GB [redacted]	$ 183.99
[redacted] WD / CON	$ 199.99/159.99
2 GB EIDE [redacted]	$215.99
[redacted] [redacted] 2-4-9 GB	Call

AMD K-5 OF APRIL '97

		MULTIMEDIA 6X
K-5 75Mhz	$559.99	$ 669.99
K-5 100Mhz	$579.99	$ 689.99
K-5 133Mhz	$609.99	$ 719.99
K-5 166Mhz	$689.99	$ 799.99

All K-5 System has same config. as 6x86 of month

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SUPER 10X/12X/16X KIT
10X 12X/16X [redacted]
16 BIT SOUND [redacted]
AMPLIFIED SPEAKERS
2 CD TITLES $125.99/ 143.99/154.99
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6X/8X CD ROM DRIVES
16 BIT SOUND CARD
SPEAKERS $109.99/ 119.99

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5X86-133 SYSTEM	$339.99

MMX 200MHZ
$1059.99
MMX
EXPERIENCE IT
MMX PENTIUM SYSTEM

Windows Memory Managers

continued from page 132

The Windows 95 module of Hurricane substitutes an innovative memory compression algorithm for the video and disk caches. Hurricane's memory compression scheme results [redacted] real speed increases on systems with 8MB to 16MB of RAM. I stop-watched a series of operations: pasting a large graphic into Microsoft Paint, Micrografx Draw, and Adobe Pagemaker, then rotating and resizing the image. Performance improvements were most noticeable in the Microsoft Paint manipulations.

The Windows [redacted] Hurricane module uses the following tricks to achieve its success:

- RAM Expander—a code-compression algorithm that uses only the physical RAM unavailable to the Windows system and applications.
- WinPack—an algorithm that retrieves RAM from applications that are open but minimized to the Taskbar.
- Mode-Switch Accelerator— accelerates the transition between Windows applications and increases the number of system breakpoints.
- Global DOS Manager—Like the Windows 3.1 component, avoids out-of-memory messages by reserving additional memory within the first megabyte.
- XMS Accelerator—Speeds up access to XMS and DPMI memory by DOS drivers and programs loaded in CONFIG.SYS and AUTOEXEC.BAT.
- Print Cache—Creates a virtual cache for print output from selected printers.
- RAM Drive (also present in the Windows 3.1 module)—Provides a smart RAM disk that can store application data or system files. The RAM disk shrinks and expands in response to application memory demands.

Connectix Agent 95

Agent [redacted] is marketed as [redacted] real-time performance diagnostic utility that helps users work smarter, faster, and more efficiently with Windows 95. My tests showed that Agent 95 was ineffective on [redacted] low-memory (9MB) Windows 95 configuration. On [redacted] 16MB configuration [redacted] produced some performance improvement, but not [redacted] much [redacted] either Hurricane or MagnaRAM. However, on a 32MB system, Agent 95 was the most effective enhancement product.

The diagnostic part of Agent 95 consists of four "Agent" utilities: the Memory Agent, Resource Agent, Performance Agent, and System Info Agent. The graphic displays in these audit windows are designed to let a user locate at a glance which applications and internal Windows 95 modules [redacted] hogging system resources. An "Alert Monitor" slider [redacted] you set thresholds for minimum acceptible system memory, system heap resources, and RAM-to-swapfile activity ratio. Double-clicking the Agent icon opens a tabbed display of resource usage. It's easy to see which applications and system processes are eating up your memory and heap resources. Agent 95 lets you point the mouse at any application process and close that process by right-clicking. Users can also click [redacted] Advice button, which will probably tell you what you already know: There are too many programs running at one time, and you [redacted] improve performance if you close a few.

Although Agent 95 does not support Windows 3.x, Connectix markets a product called RAM Doubler that does effectively cure "out of memory" messages [redacted] the older operating system

Quarterdeck MagnaRAM 97

MagnaRAM is a product that Quarterdeck originally licensed from Landmark Technologies. I found that versions 1.0 and 2.0 failed to

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help performance under either Windows 3.x [illegible] Windows 95. The current release of MagnaRAM is a better product. In the tests I ran MagnaRAM 97 was roughly as effective [illegible] Hurricane at improving application performance. It halved the time spent pasting and resizing images within Microsoft Paint.

MagnaRAM 97 is extremely simple; it lacks some of Hurricane's extra bells and whistles such [illegible] the sophisticated system diagnostics, smart RAMdisk, and the module that reclaims memory from minimized applications. I found the performance diagnostics to be slightly over-optimistic. MagnaRAM derives some of its statistics by adding the total amount of compressed RAM to the installed RAM total reported by the Windows 95 operating system. It then reports tremendous increases in available memory and time saved accessing the Windows swapfile. These percentages are not necessarily indicative of the actual time saved in executing application functions. Nevertheless, I found that MagnaRAM did significantly improve application functions in all three tested memory configurations.

MagnaRAM 97 is not bundled with QEMM, Quarterdeck's more full-featured DOS/Windows 3.1 memory manager. To run MagnaRAM 97 with QEMM under Windows 95 you must disable the earlier MagnaRAM (v2.0) that's bundled with QEMM. QEMM 8 addresses "out of memory" messages in Windows 3.x and is useful in obtaining more MS-DOS conventional memory but has little impact on

P133 Notebook PowerPoint [illegible] QuickView+ loaded in background	Vanilla			Hurricane v2			Agent 95			MagnaRAM		
	9MB	16MB	32MB	9MB	16MB	32MB	9MB	16MB	32MB	9MB	16MB	32MB
	Seconds			Seconds			Seconds			Seconds		
Paste into Paint	63.7	19.1	12.9	28.9	11.8	11.3	85.7	13.0	5.4	33.0	9.6	7.9
Rotate 180 in Paint	72.3	3.9	3.8	38.2	4.9	3.8	60.1	8.9	4.0	44.7	6.4	4.3
Resize Horiz. in Paint	79.4	22.9	8.0	51.2	12.5	6.0	69.0	9.3	3.5	35.0	8.8	4.0
Resize Vert. in Paint	137.4	53.9	12.5	93.8	45.2	14.0	95.0	34.5	9.0	64.9	30.7	12.2
Paste into Pagemaker	81.9			79.2			115.0			65.2		
Paste in Mgfx Draw	32.8			27.5			46.3			27.4		

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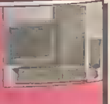

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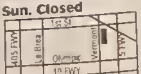

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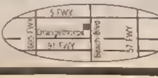

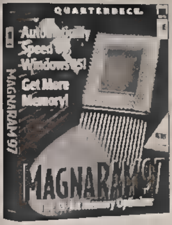

Windows 95 performance except to slow it down somewhat. MagnaRAM 97 is advertised as a complement to QEMM that improves Windows 3.x performance speed. I didn't test this.

Closing Notes

The tests I did run convinced me that current Win95 memory enhancers may produce some performance boost even on 32MB systems. The benefits of Hurricane and MagnaRAM are more noticeable on systems with 8MB to 16MB of physical RAM. At this writing, 8MB and 16MB RAM upgrades for desktop PCs are as cheap as they've ever been. It's my subjective opinion (without performing additional benchmark tests) that a physical RAM upgrade of 8MB or more will probably yield a greater perceived performance improvement in Windows 95. But on some computers RAM upgrades may be impractical or too costly (especially notebooks). For these systems, a Win95 memory enhancer may be an inexpensive way to get some performance benefits. ■

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RESOURCES:

Hurricane 2.0
Helix Software, Inc.
47-09 30th St., 3rd Floor, Long Island City, NY 11101
1-800-451-0551, (718)392-3100
URL: *http://www.helixsoftware.com*
System Requirements: Windows 3.x or Windows 95, 4MB of RAM

Agent 95
Connectix Corp.
2655 Campus Dr., San Mateo, CA 94403
1-800-950-5880, (415)571-5100
URL: *http://www.connectix.com*
System Requirements: Windows 95, 486 or higher, 8MB RAM (minimum), 16MB RAM (recommended), 1MB hard disk space.
Mouse or other pointing device

MagnaRAM 97
Quarterdeck Corp.
13160 Mindanao Way, Marina del Rey, CA 90292
(310)309-3700
URL: *http://www.quarterdeck.com*
System Requirements: Windows 95 or Windows 3.x on 386 or better (486 recommended), 8MB of RAM (16MB recommended), 4MB hard disk space

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- Intel Venus Motherboard
- Western Digital 2.5GB EIDE HD
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- ATI 3D Pro Turbo PC2TV 4MB
- 16-bit Sound Blaster
- 12X Toshiba CD-ROM
- 240-Watt Speakers
- 1.44MB FDD
- Ergonomic Keyboard
- ATX Mid Tower
- 33.6 Data/Fax/Voice
- 17" SVGA .28 N/I Monitor
- Microsoft PS-2 Mouse
- Win 95, Encarta 97, 3D Vision, Photo Suite

PRO 200MHz 256K... $2495
PRO 200MHz 512K... $2995

TUCSON MULTIMEDIA

- Intel Tucson ATX
- 256K L2 Pipeline Cache
- 16MB EDO RAM
- 2.0GB [illegible] HD
- Matrox Mystique 3D MPEG
- 2MB SG RAM
- Yamaha OPL3 Sound System
- 12X EIDE CD-ROM
- 17" Sceptre SVGA .28 N/I
- Digital OSD Low Radiation
- Integrated Amplified Speaker System
- U.S. Robotics 33.6 Data/Fax/Voice
- 1.44MB Mitsumi FDD
- Lite-On 104 Ergonomic K/B
- Microsoft Mouse v.2.0
- ATX Mid Tower
- Windows 95, Encarta 97, MS Works, MS Money, MS Sampler & Games

PENTIUM® 133MHz... $1719
PENTIUM® 150MHz... $1739
PENTIUM® 166MHz... $1889
PENTIUM® 200MHz... $2035
MMX M/B & CPU....+$100

DELUXE MEDIA

- Intel Triton HX Chipset
- 512K L2 Pipeline Cache
- 32MB EDO RAM
- 2.5GB Western Digital HD
- Matrox Mystique 3D MPEG
- 2MB SG RAM
- Sound Blaster 16 PnP
- 12X EIDE CD-ROM
- 15" SVGA .28 N/I Digital Monitor
- 33.6 Data/Fax/Voice
- 1.44MB Mitsumi FDD
- 180-Watt Speaker System
- Lite-On 104 Ergonomic K/B
- 2 Button Mouse
- Mini Mid Tower
- Win 95, Comptons 97, Comptons US Atlas & Comptons Battle of the World

PENTIUM® 120MHz $1389
PENTIUM® 133MHz $1479
PENTIUM® 166MHz $1655
PENTIUM® 200MHz $1799

MAX 586 MEDIA

- Intel Triton VX
- 256K L2 Pipeline Cache
- 16MB EDO RAM
- 1.6GB Western Digital HD
- Diamond Stealth 3D MPEG
- 2MB EDO RAM
- Ultra 32[illegible]
- 10X EIDE CD-ROM
- 15" SVGA .28 N/I Digital Monitor
- 1.44MB Mitsumi FDD
- 160-Watt Speakers
- 104 Mitsumi K/B
- 2-Button Mouse
- Mini Mid Tower
- Windows 95, Encarta 97, MS Works, MS Money, MS Sampler & Games

PENTIUM® 100MHz... $1135
PENTIUM® 120MHz... $1145
PENTIUM® 133MHz... $1339
PENTIUM® 166MHz... $1425
PENTIUM® 200MHz... $1569
MMX CPU & M/B ....+$100

ENTRY MEDIA *SYSTEM*

- 256K L2 Pipeline Cache
- 16MB EDO RAM
- 1.2GB EIDE HD
- S3 2MB EDO PCI MPEG Video
- Sound Blaster 16
- 8X EIDE CD-ROM
- 1.44MB Mitsumi FDD
- 14" SVGA .28 N/I Monitor
- 60-Watt Speakers
- 104 K/B
- 2-Button Mouse
- Mini Tower
- Windows 95

PENTIUM® 100MHz $849
PENTIUM® 120MHz $859
PENTIUM® 133MHz $895
6x86/120+............ $849
6x86/150+............ $859
6x86/166+............ $925

INTERNET STARTER SYSTEM

- 256K L2 Pipeline Cache
- 16MB EDO RAM
- 1.0GB EIDE HD
- 64-bit 1MB PCI Video
- 16-bit Sound Card
- 6X EIDE CD-ROM
- 14" SVGA .28 N/I Monitor
- 1.44MB Mitsumi FDD
- 60-Watt Speakers
- 104 K/B
- 2-Button Mouse
- Mini Tower
- 14.4 Fax Modem/Voice
- Windows 95

PENTIUM® 100MHz.... $849
PENTIUM® 120MHz.... $859
[illegible]/120+ $849
6x86/150+ $869
AMD 5x86/133 ...... $769
AMD K5 P75......... $775
AMD K5 P133........ $849

MODEMS

14.4 Int Fax Modem Voice/[illegible]	$45
28.8 Int/Ext Fax Modem	49/79
33.6 Ext Fax Modem Voice	99
2400 Int Modem Cardinal	5
33.6 Int Fax Modem/Voice	$59/69
Supra 33.6 Int Fax Modem/Voice	$99
U.S. Robotics 28.8 Int Win (OEM)	$89
U.S. Robotics 33.6 Int/OEM Voice	$115/129

MULTIMEDIA KITS

6X/8X/10X/12X CD-ROM w/KIT
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- Computer Speakers
- Compton's Encyclopedia

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[illegible]

Headphones $2.99
Microphones [illegible]

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10 Watt	$5	160 Watt	$25
60 Watt	$12	[illegible]	$29
80 Watt	$15	240 Watt	$35

CPU+ PCI M/B [illegible] I/O + Cables $99

INTEL PENTIUM® 166 CPU+INTEL TRITON VX M/B $329

CYRIX 586-100+ [illegible] M/B IDE I/O+ CABLES $89

CD TITLES [illegible] IN STOCK CHILDREN [illegible] RATED, ADULT PICTURES AND [illegible] PLEASE CALL FOR P[illegible] PRICES START AT $[illegible]

COMPTON'S ENCYCLOPEDIA [illegible] $5.99

MID-TOWER CASE +PENTIUM® [illegible] $399

AMD P-75 CPU+ 256K PIPELINE M/B w/IDE I/O $109

6x86-166+ CPU+ PCI M/B 256K Pipeline Cache, [illegible] Sound Card $239

GRAPHIC CARDS

PCI 1MB CL5434 64 Bit	$23
PCI 1MB Trident 9440	23
PCI 1MB Trident 9680 MPEG	27
PCI 2MB Trident 9685 MPEG 3D+TV	69
PCI 2MB Diamond Video 2001 MPEG	79
PCI 2MB Diamond 3D MPEG	98
PCI 2/4MB Matrox Mystique 3D MPEG	114/139
PCI 2/4MB Matrox Millennium 3D MPEG	149/259
PCI 2/4MB ATI 3D+ PC2TV MPEG	150/175
PCI 1MB S3 MPEG	35
VLB 1MB Trident 9440	35
VLB 1MB CL5429	32
ISA 1MB Trident 8900	33

PENTIUM MOTHERBOARDS

Tyan Tucson HX 256/512K	$150/159
Tyan Tucson HX 512K Dual Processor	219
Tyan Triton HX 256K	109
Chaintech Triton HX 512K	125
ASUS Triton HX 256K	145
[illegible] Mark HX 256K ATX	135
Intel Tucson HX 256K ATX	165
[illegible]board HX 512K	125
[illegible]board VX 256K	99
CMX Triton VX 256/512K	85/99
OPTI Viper 256K	73
Soyo SiS 256K w/Sound Blaster	109
CMX 486 PCI w/IDE/FDD I/O	58
Gigabyte HX 512K	119

PENTIUM® PRO MOTHERBOARDS

Super Micro AT	$295
Intel Venus ATX	[illegible]
Tyan Titan AT	290
Tyan Titan Dual Pentium® AT	459
CMX Intel 440fx AT	175

MONITORS

17" Sceptre w/Integrated Speakers, Microphone, 3-Yr. Warranty [illegible] N/I	$479
17" Sony 200SX	655
17" NEC M700	759
17" MAG	549
15" Panasonic .27 N/I, 3-Yr. Warranty	295
14" Mega Image .28 N/I Full Screen	179
14" ParCamp Full Screen	199

CONTROLLER CARDS

PCI SCSI Adaptec 2940	$179
VLB EIDE/FDD/16550 IO	15
VLB EIDE/FDD/IO Promise 2300 Plus	49
ISA Printer Port (Single)	12
ISA Printer Port (Double)	19
ISA IDE/FDD/IO	12
ISA IO	10
ISA 16550 SMC IO	29
ISA IDE/FDD/16550 IO	24
ISA EIDE w/Cache Promise EIDE Max	29

CASES

Mini Tower w/230W UL Listed	$25
Mini Mid Tower w/230W UL Listed	30
Mid Tower w/230W UL Listed	40
Full Tower w/250W UL Listed	52
Desktop w/200W Power Supply	29
ATX Mini Mid w/230W	76

NETWORK CARDS

Ethernet 16 Combo PnP	$19
Ethernet 32 PCI Combo	25
5/9/16 Port Hub	59/69/129

SOUND CARDS

16-bit OPTI 931	$25
16-bit OPTI 3D	29
Ultra 16	25
Ultra 32 Wavetable	45
Sound Blaster 16	65
Sound Blaster 32	99

HARD DRIVES

1.0GB Seagate	$169
1.2GB Seagate	185
1.7GB Seagate	199
2.1GB Seagate	213
2.5GB Seagate	239
1.0GB IDE JTS	159
1.2GB IDE JTS	169
2.0GB IDE JTS	199
1.6GB IDE WD	209
2.0GB IDE WD	229
2.5GB IDE WD	249
3.1GB IDE WD	289
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All prices [illegible] cash/check,prices reflected 3% discount,subject [illegible] change without notice.Not responsible for typo.All product names [illegible] trademarks of their respective comp[illegible]

Pentium/Cyrix Systems

- Triton Intel VX mother board, 256K Pipelined cache Built-in IDE + I/O
- PCI 1MB D RAM TRIDENT 9680
- 8 MB RAM 72 PIN 60ns
- 1.2 GB IDE HARD DRIVE
- 1.44 MB FLOPPY DRIVE
- 104 KEY BOARD Win 95
- Compact/Mid Tower Case
- 3 button serial MOUSE
- 14" SVGA .28 N.I. Shamrock Digital Monitor

Pentium 120 $699.00
Pentium [illegible] $729.00
[illegible]
[illegible]
Cyrix 150+ $729.00
Cyrix 166+ $759.00

* * SUPER * *
PENTIUM MULTIMEDIA SYSTEMS

- TRITON II HX BOARD 512K PIPELINED CACHE BUILT-IN I/O [illegible] IDE
- BALL BEARING CPU FAN
- ATI 64BIT 2MB EDO EXPRESSION VIDEO CARD W/ MPEG READY
- 12 X IDE CD-ROM
- SOUND BLASTER CARD 16 BIT PnP
- 50 WATT SPEAKERS
- 33.6 FAX/MODEM/VOICE US ROBOTIC
- 32 MB RAM 72 PIN 60 NS EDO
- 2.1 GB IDE HARD DRIVE
- 1.44 MB FLOPPY DRIVE
- 104 KEYBOARD Win 95
- 3 button SERIAL MOUSE
- DELUXE COMPACT/MID TOWER CASE
- 15" .28 N.I. SHAMROCK SVGA DIGITAL MONITOR

Pentium120 $1245.00
[illegible]
[illegible]
Pentium200 $1649.00
Pentium200MMX $1759.00

Pentium
Triton II HX Systems

- Triton II HX Mother board, 516K Pipelined cache Built-in IDE + I/O
- Ball Bearing CPU Fan
- ATI 64 BIT/MPEG 2MB EDO RAM
- 16 MB RAM 72 PIN [illegible]0NS EDO
- 1.2 GB IDE HARD DRIVE
- 1.44 MB FLOPPY DRIVE
- 104 KEY BOARD Win 95
- Deluxe COMPACT/Mid Tower Case
- [illegible] button serial MOUSE
- 14" SVGA .28 N.I. Shamrock Digital MONITOR

[illegible]
Pentium 133 $869.00
Pentium 166 $1010.00
Pentium 200 $1199.00

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- Triton VX mother board, 256K Pipelined cache Built-in IDE + I/O
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- 8 MB RAM 72 PIN 60NS [illegible]
- 1.2 GB IDE HARD DRIVE
- 1.44 MB FLOPPY DRIVE
- 104 KEYBOARD Win 95
- COMPACT/Mid Tower Case
- 3 button serial MOUSE
- 14" SVGA .28 N.I. MONITOR

Pentium 120 $669.00

Window[illegible] $99.[illegible] [illegible] with [illegible] of new [illegible]

8x Pentium Multimedia Systems

[illegible] $859.00
Pentium133 $869.00
[illegible]
[illegible]

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- 16 MB RAM 72 PIN EDO
- 1.2 GB IDE HARD DRIVE
- 1.44 MB FLOPPY DRIVE
- 104 KEYBOARD Win 95
- Compact/Mid Tower Case
- 3 button serial MOUSE
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- 50W Speakers Set
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Shramrock 17" .28 N.I. Monitor
$449.00

MONITOR

SHAMROCK

[illegible] FULLSCREEN [illegible] FEATURE

[illegible]	14" SVGA 1024X768 .28	[illegible]
[illegible]	15" SVGA 1024X768 .28 Low Rad.	[illegible]
[illegible]	17" SVGA 1280X1024 [illegible] Low Rad.	[illegible]
[illegible]	17" SVGA 1280X1024 .28 Low Rad.	[illegible]
[illegible]	21" SVGA 1600X1200 .28 Low Rad.	[illegible]

VID[illegible]ARD

PCI TRIDENT 1MB (9680)	$ 35.00

ATI TECHNOLOGIES

ATI 2MB EDO Expression	$ 79.00
ATI 4MB SGRam 3DPRO2TV	$ 189.00

CPU

Pentium [illegible] MHz CPU	$109.00
Pentium [illegible] MHz CPU	$115.00
Pentium [illegible] MHz CPU	$139.00
Pentium [illegible] MHz CPU	$299.00
Pentium [illegible] MMX CPU	$399.00
Pentium 200 MHz CPU	$489.00
Pentium [illegible] CPU	$569.00
CYRIX 6x86 150+	$125.00
CYRIX 6x86 166+	$159.00

MOTHER BOARD

PENTIUM MOTHER [illegible]

TRITON VX w/ 256K Pipelined Burst Syn Cache Built-in Enhanced IDE & I/O controller	$ [illegible]
TRITON II HX 512K Pipelined Burst Syn Cache Built-in Enhanced IDE & I/O controller [illegible] PS2 [illegible], USB, MMX Supported	$135.00

[illegible] Special

4MB [illegible]	$ 29.00
4MB 72pin	$ 19.00
[illegible]MB 72pin	$ 45.00
16MB 72pin	$ 85.00
32MB 72pin	$159.00

[illegible]

1.2GB IDE	$179.00
1.6GB IDE	$199.00
2.1GB IDE	$219.00
2.5GB [illegible]	$249.00
3.1GB IDE	$269.00
4.0GB [illegible]	$369.00
[illegible]	$19.00

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HP PRINTER

HP682C[illegible]	$ 309.00
HP870CSE	$ 495.00
HP820CSE	$ 399.00
680C	$ 295.00
HP6P	$ 755.00
HP5L EXTRA	$ 479.00
HP5	$1225.00
HP Scanner 4P	$ 479.00

EPSON Printer

STYTLUS COLOR [illegible]	$ 305.00
STYLUS COLOR PRO	$ 379.00
LQ570+ (24 PIN)	$ 259.00
LQ870 (24 PIN)	$ 465.00
LQ1070+	$ 389.00
[illegible] EPSON	$ 255.00

12x Speed
$140.00

IDE CD-ROM w/16bit Sound card & Speakers.(installation $19.00)

12X IDE CD ROM ONLY $105.00

SOUND CARD / SPEAKER

Sound Blaster [illegible]	$ 69.00
16Bit sound [illegible] w/IDE interface	$ 35.00
32 PnP Sound Blaster	$ 99.00
Speaker [illegible] Watts AC power	$ 15.00
Speaker 160 Watts AC power	$ 32.00

ACCESSORIES

1.44 MB FD 3" 1/2	$ 23.00
Key Board 104 generic [illegible]	$ 12.00
3 button serial [illegible] (Generic)	$ 6.00
Microsoft [illegible]	$ 24.00
[illegible] 2 button PS/2 [illegible]	$ [illegible]

CASE

Mini/Mid Tower case w/ps 230w	$ 35.00
Deluxe MidTowerCase w/ps 230w	$ 49.00

FAX / MODEMS / [illegible]

33.6 [illegible]	$119.00

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COMPAQ 4M 8M 16M 32M 64M 128M

DELL 4M 8M 16M 32M 64M 128M

GATEWAY 2000 8M 16M 32M 64M

HP 4M 8M 16M 32M 64M

IBM 4M 8M 16M 32M 64M

MICRON TECH. 4M 8M 16M 32M 64M 128M

HEWLETT PACKARD 32M 64M 128M

IBM

SILICON GRAPHICS

SUNMICRO SYSTEMS

NOTEBOOK MEMORY

ACER NOTE 4M 16M

ALTIMA 4M

AMBRA 8M 32M

APPLE 4M 8M 16M 32M 64M 128M

AST 4M 8M 16M 32M 64M 128M

AT&T 4M 8M 16M 32M 64M 128M

AUSTIN NOTEBOOK 8M 32M 64M 128M

CANON 16M 32M 64M 128M

COMPAQ 16M 32M 64M

CTX EZBOOK 4M 8M 16M 32M 64M 128M

DEC PC 8M 16M 32M 64M 128M

DELL 8M 16M 32M 64M

EPSON 4M 8M 16M 32M 64M

FUJITSU 4M 8M 16M 32M

GATEWAY 8M 16M 32M 64M 128M

HEWLETT PACKARD 4M 8M 16M 32M 64M

HITACHI 8M 16M 32M 64M

NOTEBOOK MEMORY

MICRON TECHNOLOGY 8M 16M 32M 64M 128M

MIDWEST MICRO 4M 8M 16M 32M

4M 8M 16M 32M 64M 128M

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SAMSUNG 4M 8M 16M 32M 64M

SHARP 4M 8M 16M 32M 64M

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TOSHIBA 4M 8M 32M

4M 8M 16M 32M 64M 128M

WINBOOK 4M 16M 32M 64M 128M

ZENITH 4M 16M 32M 64M 128M

PRINTER MEMORY

BROTHER 1MB 2MB 3MB 4MB

CANON 2MB 3MB 4MB

CITOH/C-TECH 1MB 2MB 3MB 4MB

EPSON ACTION LASER 1MB 2MB 4MB 5MB

EPSON 4MB 8MB 16MB 32MB

HP 2MB 4MB 8MB 16MB

IBM 1MB 2MB 3.5MB 4MB

KONICA 1MB 2MB 3MB

LEXMARK 4MB 8MB 16MB 32MB

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NEC 2MB

OKI 1MB 2MB 4MB

PANASONIC 2MB 8MB

SHARP 1MB 1.5MB 2.5MB 4MB

TANDY 1MB 2MB 4MB

TI 1MB 2MB 3MB 4MB

72-PIN SIMMS

PARITY		TRUE
256X36-70	(1MB)	[illegible]
512X36-70	(2MB)	[illegible]
1X36-70	(4MB)	[illegible]
1X36-60	(4MB)	[illegible]
2X36-70	(8MB)	[illegible]
2X36-60	(8MB)	61
[illegible]	(16MB)	[illegible]
4X36-60	(16MB)	95
8X36-70	(32MB)	165
[illegible]	(32MB)	[illegible]
[illegible]	(64MB)	409

72-PIN NON-PARITY

1X32-70	(4MB)	17
1X32-60	(4MB)	[illegible]
2X32-70	(8MB)	[illegible]
2X32-60	[illegible]	[illegible]
4X32-70	[illegible]	[illegible]
4X32-60	[illegible]	[illegible]
8X32-70	(32MB)	[illegible]
8X32-60	(32MB)	[illegible]
16X32-60	(64MB)	[illegible]

EDO MEMORY

[illegible]	(4MB EDO)	17
[illegible]	(8MB EDO)	34
4X32-60	(16MB EDO)	[illegible]
[illegible]	(32MB EDO)	[illegible]

MEMORY EXPANSION BOARDS

4MB 8MB 16MB

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60NS 70NS 80NS 100NS

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INTERNET • BY JOHN S. QUARTERMAN

The Internet And Taxes

An Accountant's View Of *Securetax.com*

Here's a new use of the Internet: tax preparation. For example, *http://www.securetax.com* offers such a service. Since I'm not an expert [redacted] this subject, I asked my tax accountant, Jesse De La Cruz (*delacruz@zilker.net*), to [redacted] it. He says:

"In summary, conceptually [redacted] appealing idea from the user's perspective. It is inexpensive to use; doesn't penalize you for experimenting, exploring, or doing different 'what-if' scenarios; and is easy to use (once you spend some time learning what it is and is not designed [redacted] do)."

That was more or less my impres[redacted] in general, as well: nice idea, if it works.

How Well Does It Work?

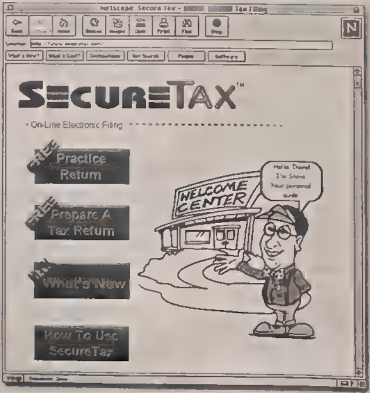
The real question is, does it work—including whether it is cost-effective to use. Here's where an expert's opinion is even more useful:

Jesse [redacted] most of the problems he encountered were operational: "The overwhelmingly overriding problem [redacted] the online time you will spend—mostly because of the finger-tapping, eye-wandering time you will spend waiting for pages to download. I used both a 14.4Kbps and a 33.6Kbps modem and downloads were still uncomfortably long.

"My conclusion is [redacted] this service may currently best be used by [redacted] who have already prepared their returns manually, who [redacted] then connect to fill in the blanks on the forms. Use of the online help and the Audit Alert option would be practical. Filing electronically with direct deposit into your account of any refund, and getting a hard, nicely typed copy of the return, would be worth the $16 total price.

"For now, I'm sure a handful of the 50 million [redacted] so taxpayers who prepare their own returns might make this site profitable by the simple use of the electronic filing feature. If I were not in the business of preparing tax returns, I would not use this to prepare my tax return, but I would consid[redacted] using it in the manner I described above.

"I do, however, envision some potential [redacted] by those in the business of preparing tax returns. Maybe they could market some ideas to us?!"


SECURETAX™
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FREE Practice Return
FREE Prepare A Tax Return
What's New
How To Use SecureTax
WELCOME CENTER
Hello There! I'm Steve Your personal guide

I have to admit tax forms of any kind, online or not, make my eyes wander. But I can see Jesse's point that waiting for them to transfer doesn't help the attention problem. The electronic filing option could be very useful, however, especially for those of us who are accustomed to doing everything online and find messing with paper tedious and time-consuming. In addition, I understand that the IRS confirms online filings within [redacted] few days, which would be better than the paper situation, where you don't hear from them unless something goes wrong, and then usually months later, as in when they lost my 1994 tax return.

There [redacted] number of other companies providing online tax filing services, some through the Internet, some not. We chose to review this one because its people were proactive and sent us [redacted] review material. Well, actually, it [redacted] PR person who sent a note about how the *securetax.com* Web pages were developed using something called WebHub by HREF Tools Corp. The PR contact is *jdo@sfnet.net* (707/576-8149). For some reason they did not include any address for HREF Tools Corp., but WHOIS says they are *href.com*, and *http://www.href.com* works (although not very well with Lynx).

Pros And Cons

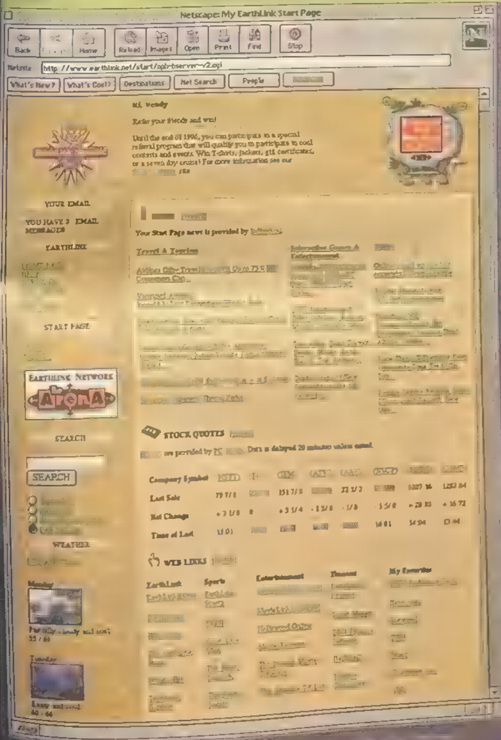
Jesse provided [redacted] lists of pros and cons (he's an accountant, remember).

Pros:

- Nice graphics.
- Unlimited printing for [redacted] low price ($9.95
- Electronic filing available for low price ($4.95

Are you the kind of person who always wants everything your own way? Cool!

EarthLink's Internet access now includes your Personal Start Page.



Hi, Wendy

Refer your friends and win!

Until the end of 1996, you can participate in a special referral program that will qualify you to participate in cool contests and events. Win T-shirts, jackets, gift certificates, or a seven day cruise! For more information see our [illegible] site

Your Start Page news is provided by [illegible]

1 **STYLIZE** Choose how your page looks and [illegible] goes [illegible] it.

2 **GOT E-MAIL?** We'll [illegible] you as soon as it comes in.

3 **NEWS** Select from 25 categories you're interested in and we'll gather it for you from over 700 sources.

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- Audit alert option ($1.00) is a great idea.
- Use of software is free (i.e. no pay until you decide to keep the return by printing ■ filing).
- Return can be deleted at any time prior to finalization with no cost or penalty.
- Straightforward "interview" process.
- You can do ■ practice tax return to play with, and learn to use the software.
- Your security fears are allayed once you read descriptions of the type of software security ■ place (of course, you'll have ■ trust that it actually does what they say it will do).

That's a lot of pros. Somebody has put some thought into this software.

Cons:

- Uncomfortably long download times for each page; you're highly discouraged from flipping pages and exploring, which is something I like to do when learning something new.
- Use of the browser's "back" button is not recommended by software; this means a page needs to completely reload from scratch (versus from local computer memory with "back" button) which doesn't help online time.
- Concern about access during the busy season, since connected users will likely be connected for extended periods.
- Context-sensitive help is crude; then when you return from the help area, you are returned to the top of the page where you were initially, leaving you to search where you left off/where you jumped ■ the help ■ from.

That's a pretty short list of cons, but there are some big ones. Nonetheless, the tax accountant's opinion seems generally positive, although not necessarily for the main use the product may have been primarily intended for.

Security

Regarding security, the *securetax.com* Web page does mention it prominently. The verbiage they use about layers of security like ■ onion and how security is nonetheless no better than your password indicates that they have a clue in this area. How good their security really is, I don't know, but it at least appears they're making an intelligent effort. In addition, they say you don't have to supply any personal identification unless you choose to file online. You can instead choose to print forms to file on paper, and fill the personal stuff ■ after printing. Now of course in some cases your identity could be deduced from your IP address or domain name, but such anonymity is nonetheless another layer of security and one that indicates thought has gone into it.

Jesse says most of the problems he encountered were operational: "The overwhelmingly overriding problem is the online time you will spend—mostly because of the finger-tapping, eye-wandering time you will spend waiting for pages to download.

The Net And The Accountant

Speaking of the tax accountant, Jesse was not online until we encouraged him to get there a year or so ago. He seemed perhaps a bit reluctant at first: yet another thing to learn, more peculiar software to install, etc. But he sure took to it after he got online. If he needs to ask questions about some line item in the books, he doesn't have to schedule a meeting time or play telephone tag until we're both ■ the office (accountants, like columnists, often have their own businesses and work from home much of the time). Instead, he can just mail ■ query electronically when he has it, and we can respond when we see it and have the appropriate information. We still have occasional meetings, but they are now devoted to more substantial planning matters, not to minutae that used to eat up far more time than they needed.

So, here are three new uses of the Internet all related to taxes:

1. Filling out tax forms through Web pages.
2. Filing tax forms with the IRS through Web pages.
3. Communicating with ■ tax accountant through the Internet.

Your opinion of the utility of each of these three uses will of course vary, but you may well find one or more of them worth your time. ■

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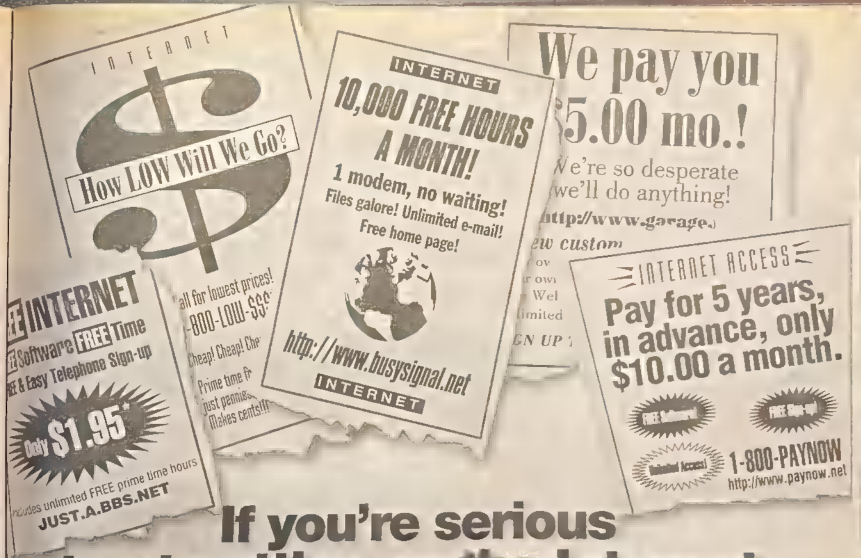
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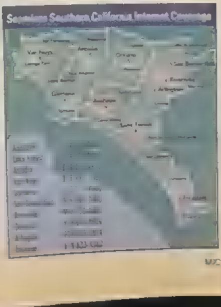

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ONLINE SERVICES • BY BILL GRAM-REEFER

Modem Wars

The Empires Strike Back

By now, your favorite computer retailer should have in stock the new batch of modems designed to push data as fast [illegible] 56Kbps. U.S. Robotics (USR) was first to ship its modems which use Texas Instruments' (TI) X2 digital signaling processor chipset, while modems based on Lucent/Rockwell's K56 protocol chip should appear soon. USR claims it has signed up over 100 Internet Service Providers (ISPs) to support its technology, representing 70% of Web users, while Rockwell has signed over 100 modem vendors to build boxes based on its technology and also projects a 60% share of Internet access ports.

It must be good news to someone somewhere that the Internet [illegible] now [illegible] 130% market size, but it only serves to show how deep the line in the competitive sand has been drawn as each side tries to gain the upper hand in this new round of modem wars. Experts are projecting upwards of 100 million units will ship in 2001, with 12 million units predicted for 1997. Nice curves.

Oh, by the way, the products from USR and Rockwell can't talk to each other, and won't for some time. The Telecommunications Industry Association (TIA) [illegible] working on a standard that won't be available until the end of 1997 at the earliest. So in the meantime, two powerful players [illegible] forcing consumers to get religion about which modem they choose. For ISPs, the server-side equipment based [illegible] Rockwell's technology that can handle the load may not arrive until 1998. USR claims their server equipment for ISPs and remote access servers will be available soon.

But that shouldn't stop anyone from shipping. Pricing looks competitive, ranging from $170 for Hayes' Accura model to under $300 for its PC card-based modems capable of 56Kbps. Some companies are trying to give it away in the hopes of making one or another of two proprietary standards the de facto industry standard and let TIA hang. USR is offering $30 software upgrades to its X2 capabilities with most of its higher-end models including the Courier line. Hayes promises to provide [illegible] free upgrade to the eventual ITU (international) standard, whenever that happens, if you buy their modem now. Telebit has announced it will also deliver free 56Kbps upgrades on any new purchase of its MicaBlazer remote-access server.

Real-World Results Variable

Supposedly, these gizmos enable you to double your speed relative to 28Kbps modems, but results may vary. Reports for USR have shown rates [illegible] over the map, from 40Kbps to 53Kbps.

The problem here is the Local Loop plant where in the real world few users will achieve maximum speeds because they have old hardly-twisted copper lines, or other line impediments. In this case, analog phone lines suppress line interference at the expense of speed. When connections at these new high speeds meet [illegible] bump in the tube they'll get dropped, not because the lines can't handle the traffic, but because the technology [illegible] condition the lines isn't up to snuff.

Then there's the question of "how fast which way"—you may achieve 40+ Kbps on downloads with USR but your upstream connect may only get to 34Kbps. Lucent claims USR modems will only achieve 28.8/33.6Kbps upstream while modems built on its own flavor of the K56 technology will support upstream speeds of 40Kbps, and will also operate at 45Kbps in symmetrical mode to support both Internet voice and (asynchronous) video applications.

By the way, the products from USR and Rockwell **CAN'T TALK** *to each other, and won't for some time. The Telecommunications Industry Association is working on a standard that won't be available until the end of 1997 at the earliest. In the meantime, two powerful players are forcing consumers to get religion about which modem they choose.*

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Industry Standards, Industry Thrashes

Aside from the name calling, there's the patents question. Lucent claims it owns three critical patents for 56K technology and wants to take a close look at USR's modems. Yet USR claims its offering is on safe patent ground. And although Lucent and Rockwell have promised interoperability between their two technologies, dubbed the K56 protocol, they are not exactly handing over company secrets to each other. As one analyst quipped, "They've only agreed to be seen together in public."

Since Hayes' journey into and out of bankruptcy, USR has become the nation's top supplier of modems through retail channels, while Rockwell and Lucent hold larger shares of the overall market, including many OEM arrangements. Yet USR, besides being first to market and having a powerful ally in TI, who can pump out chips now to meet the demand, has gained other significant advantages. First, the [illegible] of upgrade via software is commanding. Also, the list of ISPs USR has committed to supporting X2 is impressive: CompuServe, Netcom, Prodigy, Exec-PC, IBM Global Network/Advantis, U S. West, Web America, and scores of smaller regional providers that amount to more than 16 million subscribers.

Some ISPs [illegible] the modem equivalent of the ever-neutral Switzerland: They won't commit to either side. The reasoning goes that they would rather sell digital services like ISDN—why bother with a flaky analog line? This stance is especially popular with smaller ISPs that see themselves more as a reseller of PacBell or some other RBOC's brand of IP services.

However, ISPs that have signed up with USR take a different approach. Steve Moody, owner of AlphaTech Online of Hendersonville, NC, says, "If [illegible] Internet service provider wants to stay ahead of the game, it needs to stay ahead of technology. U.S. Robotics' X2 technology is the game that needs to be played right now." Dougal Campbell, systems manager at interQuest.com Online Services based in Huntsville, AL, echoes that enthusiasm when he states, "X2 gives [illegible] customers something the competition can't offer: high-speed analog access. Now!"

What's Next?

How prophetic. Because, already, "now" is history. Tomorrow will definitely have a different technology game in store. There's good reason to believe that this may well be the last hurrah for analog modems. Analog-based 56Kbps connections may be the end of the road [illegible] xDSL technologies and cable modems start to make more of an impact within the ISP community.

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There's good reason to believe that this may well be the

LAST HURRAH

for analog modems. Analog-based 56Kbps connections may be the end of the road, as xDSL technologies and cable modems start to make more of an impact within the ISP community.

USR has also announced plans to ship a freestanding ADSL modem with Ethernet interface for $400 by 2Q. It also says it will support ATM over ADSL as soon as Microsoft can get its act together to install ATM drivers in its Windows 95 and NT operating systems

For some really smart ISPs, "right now" doesn't mean ISDN, and [illegible] doesn't mean X2 or K56 It means xDSL. In fact, Aspen Internet Exchange, ATU Telecommunications (Anchorage), HarvardNet (Boston) and InterAccess Co (Chicago) already do, or soon will, offer Digital Subscriber Line, or xDSL-based services Westell, PairGain and Paradyne are supplying the boxes and networking capabilities

At least two competitive access providers (CAPs) including a national carrier like MFS Communications have announced xDSL offerings targeting ISPs, who want to resell services [illegible] their business customers. Figure T1 rates at $200/month, and let's not leave it to the ISPs, because smart phone companies are also getting into the xDSL action early. In fact in [illegible] March media advisory MCI showcased NW Iowa Telephone Company's high-speed access services in Sergeant Bluff, IA, using technology from PairGain, Tut Systems, and Westell MCI just wanted everyone including Paul Reiser to know it's ready when you are.

So don't get in too much of a dither over this current round of modem wars. Just duck and cover and may the force be with you. ■

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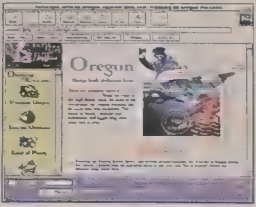

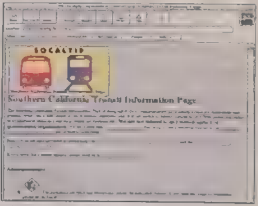

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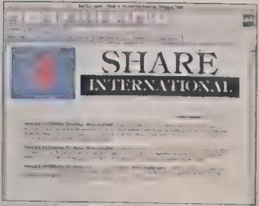

WEB/INTERNET SERVICES

Add-Net Internet Services *http://www add-net.com* Ad design, graphics, promoting, and T1 storage How would you like a million hits at your site? $75? [Exp #164]

Advanced Internet Providers, Ltd. *http://www aipltd.com* Innovative 24/7 tech support on the Web Offering new breakthrough Internet [illegible] technology that provides 800/888 toll-free dial-up access to the Internet anywhere in the US and Canada [Exp #165]

Anden Mall *http://www anden com* Internet shopping and advertising service at [illegible] cost. Free online lessons learn to speak Chinese [Exp #164]

C4U com *http://www.c4u com* A leading Web presence provider secure server, [illegible] to CGI-BIN, and more [Exp #163]

Citysearch *http://www city search.com* We put cities online We have news chat forums, and ads from a wide variety of businesses and charitable groups [Exp #163]

Computernets *http://www computernets.com* Animated [illegible] Interactive [illegible] site development [Exp #165]

Crash Course On The Internet *http://www choice mall com/crashcourse* A five hour video training [illegible] instructed by NASA Internet Specialist Brian Kowal [Exp #165]

CreaTech *http://www.crea-tech com* Exceptional yet reasonable Web page design implementation and maintenance [Exp #163]

Cyber USA *http://www c[illegible]* Providing unlimited Internet access to [illegible] 213, 310 and [illegible] only $14.99/month [illegible] no set-up fees [Exp #164]

Dragnet Internet Service Provider *http://www ar[illegible] codemalls com/dragnet1 htm* We offer complete, unlimited hours at $16 95 a month First month is free [Exp #163]

Dragon's Aerie *http://www gleep.com* $15/month unlimited Internet service for the East Bay Fifteen day free trial [illegible] start-up fee [Exp #164]

Equilio Web Design *http://www equilio com* [Exp #163]

HKNet Co. Ltd. *http://www.hknet com/* Hong Kong's leading ISP for business and professional communications applications, including for traveling Internet users [Exp #163]

Ilovetheweb *http://www ilovetheweb com* [illegible] Web guide that's like Yahoo, but different [illegible] [Exp #163]

Integrated Site Designes *http://www hooked net [illegible]* Free professional Web page design, $2 image scanning Java and JavaScript coding animated graphic designs [Exp #163]

Interactive Solutions LLC *http://www interactive-solutions net* Highly certified network Internet/Intranet design and implementation International company [illegible] HQ in SF [Exp #165.]

Ironlight Digital *http://www ironlight com* [Exp #164]

Javertising. Multimedia Advertising For The Web *http://[illegible] javertising com* Providers of Java-based [illegible] advertising and presentation solutions for [illegible] advertisers and sites [Exp #165]

Joe's CyberPost *http://www.joes com* Publish your own free instant home page in minutes [Exp #163]

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Web Page Listings *continued*

KomyUSA *http://komy.netlosting.com* Low cost Web design, hosting, and graphics creation. [Exp #165]

KTB Internet Online *http://www.ktb.net/* Affordable Internet services, Web site, Web page design. Server co-locations and dial-up services. [Exp #164]

Mastery, Inc. *http://www.masteryinc.com* Low cost Web pages with Internet Access. [Exp. #164]

Maxim Computer Systems Corp. *http://www maxim* et Full Internet services d support, including vari- Internet connections, hosting, and co-loca- [Exp #164]

ayzak Communications *p //www nayzak com* ering affordable dial-up counts, Web page , hosting, and Inter- commerce. [Exp 54]

twray Communications, . *http://www nwc net* -stop Internet shop dicated leased lines DN, Frame-Relay, T-1, hosting and design. Los Angeles ISP [Exp 65]

Site Web Design *p://www drjack.com/out* Creative Web [illegible] gn and consultation. graphics and anima- library. Great prices #165.]

Net *http://www.p-net* /P-Net offers complete gn, service, and sup- for your Web pages, ding HTML coding, scripting, and scan- Exp #165]

cific Business Systems *www pbs1.com* Inter- access and Web page First month free. 452-9110 [Exp 4]

adena Networks *http:// pasadena net/web/* Pasadena Networks your business or per- Web pages. [Exp. 3]

Transmedia *http:// www.seartransmedia com* We specialize in Web site and CD-ROM development, programming, graphic design, intranet, and Internet connectivity. [Exp #165]

REST Computer Systems *http://www.rest.com* ISP in Pleasanton, CA covering the Tri-Valley [illegible]. [Exp #164]

San Francisco [illegible] Net *http://www.sfadnet.com* Professional Web page design and domain name starting at $9 Get a free classified in our online classifieds [Exp. #165.]

Sapphire Design Communications *http://www well.com/user/sapphire* Create [illegible] stunning Web presence for your company. Expand your market, increase sales [Exp. #165.]

The Search Page *http://www.accesscom com/-zieg ler/search html* A directory or hotlist for people who want [illegible] search the Internet [Exp #164]

smcNet *http://smcnet com* Complete Web site development. hosting. CGI programming for small companies Personal service. competitive rates [Exp #164]

StartHere *http://starthere com* Links to search engines, white pages, yellow pages. databases, and Careers [illegible] Jobs [Exp #164.]

SupportHelp.com *http://www SupportHelp.com* Internet search engine providing targeted searches within [illegible] specific industry technology. [Exp #165]

TM Solutions *http://www tmsolutions.com* Web hosting and development. Custom online database applications and programming [Exp #163]

UC World Network *http://www UCWorld net/* Specializing [illegible] consumer [illegible] business dial-up services. Web hosting and design [Exp #164]

Unixhost Web Hosting *http://www unixhost.com* Virtual Web hosting starting from $14 95/month, includes 20MB of storage [Exp #165]

The Virtual Hub *http://annex.com/virtual* A free Web-based online service. [Exp #165.]

Virtual Servers *http://www.adgrafix com/info/ Ighee* Come find out why your organization needs [illegible] Web site [Exp #163.]

VIVOMEDIA *http://www vivo-media com* Portland, OR-based digital design and development group [Exp #165]

Web Design Resource Center *http://www bha3 com/wdrc* Affordable Web design and hosting [Exp #163]

Web Design & Web Hosting *http://www webbnet com/* Exciting Web page design, development, storage, full PPP accounts, data [illegible] integration, credit card verification email/fax gateway [Exp #164.]

Web Site Manager *http://www.adgrafix.com/info/ aprice* Virtual Server systems and software Easily create update, and manager your [illegible] site Online demo [Exp #165]

Web-Caster *http://www web-caster.com* Web site/page creation and hosting service Serving the Silicon Valley and beyond Package rates [Exp #165.]

Whirlnet Communications *http://www whirlnet.com* An Internet communications firm, creating and using Web sites per customer specifications relating to online commerce [Exp #164]

SERVICES [illegible] PRODUCTS FOR SALE

APL Limited *http://www.apl.com* APL a global con- [illegible] transportation company, is using the [illegible] to save customers [illegible] reduce the [illegible] paper-work, and improve supply-chain management [Exp #165.]

Auto/Rv Shopper *http://www.auto-rv-shopper.com* Looking [illegible] sell or buy used cars, trucks, vans, rvs? Free listings, easy to [illegible] [Exp #164.]

Bootquarters, Inc. *http://www bootusa com* One-stop shop to major name brand footwares Timberland, Cat-erpillar, Frye, Harley Davidson, and more [Exp #163]

Compare.net *http://www compare net* An interactive shopping guide to today's automobiles, audio/video electronics, services, and appliances [Exp #163.]

Custom Glass Etching *http://www.glassetcher com* Personalized crystal and glass gifts for every occasion [Exp #165.]

Cybermation *http://www cybermationsys.com* Manufacturer and distributor of the versatile, affordable SKC-2000 motion control system [Exp #163.]

Dr. John's MedWorld *http://www doctorjohn.com* Free medical and health advice from real doctors. Chat with [illegible] doctors via streaming text Web technology. visit our hospital, medical library, or [illegible] [illegible] message [illegible] [illegible] Doctor [illegible] [Exp #165.]

[illegible] Concierge Service *http://home.earthlink.net/-concierge* We help people with their limo services [illegible] [illegible] rent-a-car [illegible] We [illegible] book [illegible] Angeles city tours by car [illegible] helicopter [Exp. #164.]

Free Pager *http://www.ts [illegible] com/607925.htm* Make [illegible] giving away free pagers [Exp #164]

[illegible] Front Window *http:// [illegible] joes.com/frontwin* Unique gifts and col- [illegible] [Exp #163.]

Galaxy TeleCards *http://members aol.com/rrodrig 731/telecard* Information regarding low-cost, pre-paid rechargeable phone cards and home-based business opportunities. [Exp #164]

Gallin [illegible] Associates Private Investigations *http://angelfire.com/biz/investi gate* Registered process service. Small Claims processing, judgement [illegible]ery, and pre-employment screening [Exp #164]

[illegible] Camera Bluebook *http://mcbrooms.com* Discount photo. [illegible]my, and video books [Exp #164.]

[illegible] *http://www medxchange.com* The most complete new and used medi[illegible] equipment [illegible] site on [illegible] Internet [Exp #165.]

Mobolazer *http://www mobolazer.com/* Makers of low-cost lasers Lots of photos, jargon guide, and technical data [Exp #164]

MRT micro, Inc. *http://www.mrtmicro.com* Portable video imaging, intelligent security camera. Webcams traffic [illegible]. and more [Exp #165]

On-Line Distribution Inc *http://home istar ca/onlin dis* Safety products for your pets and travel gadgets [Exp #164.]

Pecan Valley Nut Company *http://www pecans.com* This online catalog features gourmet foods [illegible] gifts and offers gift baskets, sampler boxes of flavored pecans bulk pecans, pecan desserts, and even a few secret recipes. [Exp #164.]

PetExpress *http://www PetExpress.com* Online pet supplies for [illegible] types of pets [Exp. #163.]

The Probe *http://www.the probe.com/* Internet Marketing Shopping [illegible] [Exp #163.]

Promotional Press *http://web wavenet.com/-jmonter* For all your printings from A to Z [Exp #163.]

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Web Page Listings *continued.*

Raging Headcheese *http://www ragingheadcheese com/* Makers of novelty, personalized stress-relief dolls you abuse Cheaper than therapy [Exp #164.]

Rummaging Through Northern California *http://www.sonic.net/~rtnc* Promoting resale, surplus, [illegible] salvage in the San Francisco Bay Area [Exp #164.]

San Francisco Online Classifieds *http://www.sfadnet.com* Classified listings for SF Bay Area All categories from auto to computers [illegible] furniture to housing, and [illegible] [Exp #165]

Shotokan Karate Of America, Garden Grove, CA. *http://www inwinc com/2003/garden.htm* Events, National Dojo directory, class schedule Info about the history of Shotokan Karate of America [Exp #163]

Sunshine International Penpals *http://sunshine-girls.com/* Asian women desire romance, marriage World's largest correspondence service [illegible] 1984 Free photo-brochure [Exp #165]

SuperMarkets Online *http //www supermarkets com* A cooperative site for supermarkets and packaged good manufacturers bringing coupons, reci-pes, and more [Exp #164.]

Surf The Web On Your TV *http://www futurenet-pctv.com* Descriptions of [illegible] consumer products, [illegible] well as business opportunities for distributors of our new products. [Exp. #163]

TAO Discount *http://www.taodisc.com/* New! Detergent-free [illegible] laundry cleaning balls Magnet acupuncture ear clips available [Exp. #164.]

United Visions *http://www.allover.com/~uvisions* A place to get a message and graphic design done Win a free message [Exp #165]

Wheelchairs & Scooters *http://www.bbenterprises* [illegible] Wheelchairs and Scooters service, repair, and sales 24-hour service, free pick-up and delivery [Exp #164.]

FINANCIAL/ REAL ESTATE SERVICES

American Real Estate Area Search *http://www.areasearch com/* Area Search promotes real estate Web sites by allowing them to register in each and every city and county they service [Exp #164.]

Auto/BrokerNet *http://www autobroker.net* Buy or sell classic, exotic, race vehicles and real estate worldwide. Free unlimited access, FTP, and Internet email [Exp #164]

Bay Area New Realty Solutions *http://www newrealty.com* Searchable listings with photos; each with calculated monthly payments [illegible] qualifying incomes for different downpayments [Exp #165]

Corrado Investment Services, LLC *http://www cislic com* Manages institutional and individual futures and options accounts, and provides experienced, personal, futures brokerage services [Exp #165]

CyberEstate Mall *http://*[illegible] *cyberestate.com/* A new way to buy and sell a home. Free property listings [Exp. #163]

FundAlarm *http://www.fundalarm com* Is your mutual fund a loser? FundAlarm helps mutual fund in-vestors make the sell decision [Exp #163]

Mortgage-Net *http://www mortgage-net com* Mortgage shopping made easy Features a mortgage tutorial and over one hundred lenders to shop from [Exp #165]

World Class Mortgage *http://www netcom com/~dspaul/loans html* A division of World Savings, specializing in home loans Free pre-approvals online loan processing [Exp #163]

LEGAL SERVICES

Expert4Law *http //www.expert4law org* Online listing service for expert witnesses and consultants, litigation support, lawyer- to-lawyer networking, and alternative dispute resolution providers [Exp #164]

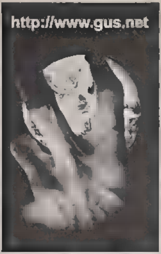
Go Public On The Net *http://www.scornet com/homepage/blatte htm* Position your company to raise capital S F law firm [Exp. #163.]

Ivan Hoffman, B.A., J.D. Attorney *http://home earthlink.net/~ivanlove* Copyrights, contracts Internet law, electronic rights, Internet Law Simplified, and other useful resources [Exp #164]

James Ellis Arden, Attorney At Law *http://www sidebar.com/ardenLaw* Help for clients with lawyer problems, and lawyers with client problems Advice, representation, litigation, appeals [Exp #165]

Law Offices of John R Kahn *http //members tri pod.com/~jkahn/index html* Attorney handling Computer, Bankruptcy, and [illegible] Estate law, and transactional matters in San Jose, CA [Exp #164]

LawAid *http //www* [illegible] *aid.com* Created to solve the problem of finding law-related services in a simple and easy-to-use database [Exp #165]



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LawSeeker.com *http://www.lawseeker.com* Lawyers from South San Francisco with [illegible] history of public interest work, who seek [illegible] democratize hard-to-obtain legal information in California [Exp #164]

Paralegal *http://members.aol.com/jlxont/paralegal gil* Paralegals qualified in assisting individuals and businesses with divorce, small claims, and civil matters, in the San Gabriel/San Berdo Valley [Exp #164]

EMPLOYMENT/ EDUCATION

AppleOne Employment Services *http //www appleone.com* Submit resumes, search job openings clerical, electronics, sales, engineering Wage and salary survey [Exp. #164]

Computer College Silicon Valley *http.//www ccsv.com* Internet and HTML training specialists [Exp #164.]

Extension Services, CSU Long Beach *http //uces. csulb.edu/scitech* Offers [illegible] extensive array of computer and networking training [Exp #164]

Go Jobs *http://www. gojobs com* The Guide [illegible] Online Jobs Free job board, free resume posting Primarily So. Cal. links to over 400 other job sites. [Exp #165]

GoCOLLEGE *http://www. gocollege.com/* College oriented, Internet search engine for matching students [illegible] schools [Exp #164]

JobSmart: N. Cal. Job Search Guide *http://jobsmart.org* Local job banks, newspapers, job [illegible] job fairs salary [illegible] [illegible] more from Bay [illegible] [illegible] Libraries [illegible] [illegible] [Exp #164]

Mr. Buddy: Children's Entertainer *http //www [illegible] com/buddy* Mr Buddy focuses on developing [illegible] creative imagination and sense [illegible] discovery that encourages children to learn about computers [Exp #164]

PC Pros *http://www.pcprosla.com* Los Angeles-based employment agency [Exp #165]

S. Banks [illegible] Co. *http://www.totalmarketing com/* Wholesale distributor of hard-to-find educational and instructional videos and CD-ROMs [Exp #164]

Starting Point To Jobs Online *http://www gojobs com/sp.htm* Looking for [illegible] [illegible] job has become a lot easier thanks [illegible] the Internet and Web sites like The Starting Point [illegible] Jobs Online [Exp #165]

ORGANIZATIONS

Air Commando Association *http://www earthlink. net/~aircommando1/* Organization promotes comradeship among wartime Air Force commandos Information for aviation buffs and military historians. [Exp #164]

The Ballona Wetlands *http.//eco bio lmu edu/www ballona/ballona.htm* A grassroots environmen[illegible] organization dedicated to the preservation and restoration of the Ballona Wetlands [Exp. #163]

Bay Area Knife Collectors Association *http://www. cgcweb.com/bakca/* An association for persons interested in collecting knives, either factory or custom made Meets in Fremont, CA; third Thurs [Exp #165]

CARES *http://www geocities.com/~cares* Cult Awareness Resources provides information and resources to campus community about cult activity [Exp #163]

Contact Center Network *http://www contact.org/* [illegible] New York-based nonprofit organization that maintains the most comprehensive directory of nonprofit resources on the Internet [Exp #163]

Goodwill Industries Of Orange County *http://www ocgoodwill org* Goodwill Computer Works sells pre-owned hardware [illegible] software [illegible] value prices [Exp #165]

H.U.G.O. *http://www storm.ca/~hugo* Helpful (PC) user Group of Ottawa [Exp #165]

Immunet *http://www immu net org* A leading source of Information about AIDS on the Web [Exp #163.]

Intercultural Dating Club *http://www/ starcreations com/idc* IDC for singles interested in interracial/intercultural dating Singles parties rotation [illegible]ners, and matchmaking [Exp #164.]

Internet SIG *http.//users deltanet com/users/dwalson* Free, Internet-orient[illegible], software, programming, user group info [Exp. #164]

Mother Church Of Mind Basic *http://home earthlink net/~yanomamu/index html* The first Environmental Church [illegible] [illegible] Internet Become [illegible] Environmental Apostle [Exp #164]

Mt. Pisagh Missionary Baptist Church *http.//members tripod com/-Lavel/index-5html* [Exp #165]

National Center For [illegible]ployee Ownership *http.//www.nceo.org/* Information about employee stock ownership plans (ESOPs) and other forms of employee ownership [Exp #163]

The National Housing & Rehabilitation Association (NH&RA) *http.//www.housingonline.com* NH&RA [illegible] the leading organization providing personal, professional [illegible] educational growth opportunities for people interested in the [illegible] [illegible] multifamily [illegible] field [Exp #164]

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- 3-1/2" F.D.D. (Sony)
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- Matrox Millenium [illegible] MB (3D, Open GL, MPeg)
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- ATX Case w/ 250W Power

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PENTIUM P[illegible]

PENTIUM PRO NATOMA M.B. (OEM)

- 256 KB Pipeline Cache
- 32 MB EDO RAM
- UW SCSI Hard Disk (8.5 MS, 40 MB/sec., IBM)
- Diamond UW SCSI [illegible] SCSI
- 12 X CD ROM (Panasonic)
- 3-1/2" F.D.D. (Sony)
- ESS Sound Card, 16 Bit/Speakers
- Matrox Millenium [illegible] MB (3D, Open GL, MPeg)
- 104 Key Board
- Logitech 3 Button Mouse
- Mid-Tower Case w/ 230W

$1975

PENTIUM MMX 200 MHZ

INTEL VX CHIPSET M.B.

- 512 KB Pipeline Burst Cache
- 32 MB EDO RAM
- 2.5 GB H.D. (W.D.C.) on Removable Rack
- Diamond Mistique 3D SVGA, 2 MB
- 12 X CD ROM (Panasonic)
- 3-1/2" F.D.D. (Sony)
- Sound Blaster PNP 32 Sound
- 160W Speakers
- 104 Key Board w/ Mouse
- Mid-Tower Case

$1520... MMX 200 MHz

SUPREME [illegible]

INTEL TRITON III MMX READY M.B. (UP TO [illegible] MHz)

- 512 KB PIPELINE BURST CACHE
- 32 MB EDO RAM (60 N.S.)
- 12 X CD ROM (PANASONIC)
- 2.5 GB H.D. (W.D.C.) ON REMOVABLE RACK
- 3-1/2" F.D.D. (SONY)
- MATROX MISTIQUE 3D, SVGA, [illegible] MB
- SOUND BLASTER PNP [illegible] SOUND CARD
- 104 KEY BOARD w/ MOUSE
- MID-TOWER w/ 230W POWER

$1350...200 MHZ/**$1150**... 166 [illegible]

DELUXE 166/133 MHZ

INTEL TRITON III MMX READY M.B. (UP TO 200 MHz)

- 512 [illegible] PIPELINE BURST CACHE
- 16 MB EDO RAM (60 N.S.)
- 12 X CD ROM (PANASONIC)
- 1.6 GB H.D. (W.D.C.) ON REMOVABLE [illegible]
- 3-1/2" F.D.D. (SONY)
- 64 BIT SVGA PCI CARD w/ MPEG
- 16 BIT SOUND CARD w/ 25W SPKRS
- 104 KEY BOARD w/ MOUSE
- MID-TOWER CASE

$940..166 MHZ/**$775**..133 MHZ

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21" iiYAMA Vision Master Pro-21, 1600 x 1200, Aperture Grill	$1399
17" PANASONIC S17	$535
17" SHAMROCK .26mm, 1280 x 1024	$475
15" SHAMROCK	$250
14" SHAMROCK	$180

OTHER PERIPHERALS

H.D. Removable Rack for IDE/EIDE	$18
PCI 10 Base T Combo	$35
Matroz Mistique 3D, 2MB	$105
Millenium 3D, 2MB, retail	$185
33,600 Fax/Modem, TI Chipset, U.S.R. Compatible	$75
33,600 Fax/Modem/Voice	$85

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- 30,000+ News Groups
- Tech Support
- Easy & Fast Setup
- NO Busy Signals
- 5MB of WWW
- NO Network Log
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*Based on Three Month Prepayment. Monthly is $19.99.

WWW [illegible]

$39.99/Month

Special!

- Unique Domain
- 10MB of Space
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- 3 e-mail Addresses
- FrontPage Extensions
- Secure Server Available

ISDN Access • ISDN LAN

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$54.99/2B Chan.

Add $10/IP for LAN

- UNLIMITED Access
- NO Busy Signals
- 2 e-mail Accounts
- 5MB of WWW
- 30,000+ News Groups
- Includes Analog Access

Frame [illegible]

$349.99/Month

Special!

- [illegible]
- Dedicated Connection
- [illegible]
- Knowledgeable Staff
- DNS Server
- Higher Bandwidth Available

Other [illegible]rvices

- Point to Point T-1, T-3
- Dedicated Custom ISDN
- e-Mail to FAX Gateway
- Web Colocation Service
- 56Kbps Leased Line
- Intranet Development
- Internet Consulting
- WWW Development w/ Quality Graphics
- CGI, SQL, ActiveX
- Web Database
- FrontPage Extensions
- Dynamic Pages
- WWW Traffic Reports

Web Page Listings *continued*

Orange County NetWare Users Group *http://www.computerquest.com/cns/ocnet/* Web site that lists meeting topics, dates, and membership info [Exp #164]

Oregon Tourism Commission *http://www.traveloregon.com* Whether looking for something new to do on the weekends within Oregon, or researching for an upcoming vacation, this Web site has the answers [Exp #165]

Peninsula Computer Club *http://www.serius.com/~jlo/pcc5.htm* Peninsula Computer Club for IBM-Compatibles [Exp #165]

Programming SIG *http://scoug.com/terry/progsig.html* OS/2 Free, OS/2-oriented, programming, source code, software, user group info. [Exp #164.]

Santa Clarita Valley's PC Group *http://www.smartlink.net/~scvpcg* The Santa Clarita Valley's PC Group dedicated to PC literacy. Come join us. [Exp #165]

SCOUG *http://www.scoug.com* OS/2 User Group free, OS/2-oriented, software, programming, and user group info [Exp #164.]

Share International *http://www.shareintl.org* Cutting-edge information on miracles, spirituality, sharing, brotherhood, justice, peace, and more. [Exp #165]

Southern California Transit Information Page *http://socaltip.lerctr.org* Schedules for public transit agencies [illegible] Southern California along with links to transit-oriented sites [Exp #165]

UUASC–UNIX Users Association Of Southern California *http://www.uuasc.org* [Exp #165.]

Voices [illegible] The Wintercount *http://www.wintercount [illegible] [illegible] [illegible]* is dedicated to sharing the thoughts, ideas, and words of traditional Native American people. These are the original, unedited comments by real people, taking [illegible] stand for their way of [illegible] [Exp. #165]

PUBLICATIONS

Anvil *http://www.anvil-media.com* Newsletter covering the latest and greatest Internet-related news, issues, and trends [Exp #164]

Global Production Network *http://www.gpn.net* An international directory of film and video production resources [Exp #165]

Microwave News *http://www.microwavenews.com* A report [illegible] non-ionizing radiation [Exp #165]

The Noble Internet Directory *http://www.experts.com* Read the latest report that explores the role that government has with regard to the regulation of medical practice [Exp. #165]

OPAMP Techical Books *http://www.opampbooks.com* Computers, engineering, business, trades, 20,000+ titles listed, 5% discount. [Exp #165.]

Violin Virtuosos *http://www.e-n-v-i-s-i-o-n.com/violins/book.htm* Excerpts from this new book, *Violin Virtuosos, From Paganini [illegible] the 21st Century* [Exp #164]

ODDS [illegible] ENDS

Eclipse Press: Advanced Awareness *http://www.ips.net/postage* Books, programs, and commentary on politics, spirituality, [illegible] enlightment leading towards the mutation [illegible] Homo sapiens [Exp #165]

Folks Online *http://www.folksonline.com/* An online home for people to learn how to [illegible] the Internet as a [illegible] [illegible] and resource as well [illegible] connect with other like-minded folks. [Exp #164]

Labor and the Holocaust *http://remember.org 50.educate/labor.html* An introduction to the Jewish Labor Committee [Exp #163]

Media Access Consultancy *http://members.tripod.com/~dcohler/* Free info on writing news releases, public service announcements, handling news media interviews, and crisis management [Exp #163]

The Merger *http://asterix.geog.uni-heidelberg.de/TheMerger/* Tries to describe the several features of the MacOS and NeXT's OpenStep [Exp #164.]

Plastic Surgery Interactive Resource Page *http://users.aol.com/jdi [illegible]* Free information for those contemplating cosmetic sur-gery and "To Answer Your Questions." [Exp. #165]

TogaLD–Sataloga Lincoln Douglas Debate *http://member.aol.com/TogaLD* Dedicted to high school Lincoln Douglas values debate [Exp #164.]

PERSONAL HOME PAGES

Andromeda-93 *http://www.geocities.com/Hollywood/1800/* Hermetic. Alchemical Order of the New Aeon O B L.H [Exp #164.]

The Break Room For Public Safety Communications Personnel *http:// [illegible] geocities.com/~gr* yees 911 Dispatchers and regular people will find something interesting here [Exp #163]

Boston Tea Party *http://www.slip.net/~bosto* Learn about legal alternatives to your SSN and spare your children a lifetime of taxes [Exp #163]

US PC GROUP

22730
Hawthorne Bl., #102
Torrance, CA 90505
Tel:(310) 373-9498
F[illegible]: (310) 373-3298

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11819
E. Imperial Hwy
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Tel:(310)651-2345
Fax: (310) 651-2347
Web Site:
WWW.csinets.com/USComputers

KB
COMPUTERS
3407 Redondo
[illegible]
(310) 798-7332
Fax
(310) 214-4947

PC MAX
Open Sun 11-3 P.M
28362
Marguerite Pkwy #3
Mission Viejo CA 92691
Tel (714)347-9563
Fax:(714) 347-9565
[illegible]

Multimedia System

Intel Triton II 430VX Chipset
Motherboard w/ 256k pipeline [illegible]
support EDO Ram
16 MB EDO RAM exp 128 MB
1.6 [illegible] EIDE mode 4 hard drive
Built-in EIDE Controller
Supports 4 HDD [illegible] 2 FDDs
2 Hi-speed serial port, 1 enhanced parallel port,
1.44 floppy disk drive
SVGA 64 PCI Video Card w / 1 MB DRAM
12X EIDE CD ROM, 16 bit sound card
60W Amplified Speakers
Deluxe Mid - Tower Case w / 230W Power supply
104 Win95 Keyboard
Microsoft compatible 3 button mouse
14" SVGA N.I. 0,28 dp 1024X768 Monitor

Pentium ™

120 MHz	$879
133 MHz	$899
166 MHz	$1049
200 MHz	$1339

INTEL MMX

166 MHz	$1149
200 MHz	$1439

Pentium Pro

Pro200 $1539

AMD K5

K5-PR100 $859
K5-PR133 $879

CYRIX 686

6X86 P166+ $919
6X86 P200+ $999

Without Multimedia

Pentium ™

120 MHz	$769
133 MHz	$789
166 MHz	$939
200 MHz	$1229

INTEL MMX

166 MHz	$1039
200 MHz	$1329

Pentium Pro

Pro200 $1429

AMD K5

K5-PR100 $749
K5-PR133 $769

CYRIX 686

6X86 P166+ $919
6X86 P200+

Barebone System

- Intel Pentium Pro CPU/Motherboard
- Intel [illegible] Chipset M/B 256K [illegible] Burst [illegible].
1.44 Floppy disk drive
2 Serial, 16550 1 Parallel Port and built in EIDE I/O C[illegible]
- Midtower Case

INTEL

Pentium Pro 200MHz. . . .	Call
Pentium Pro 180MHz	$789.00
Pentium 200MHz. . . .	$619.00
Pentium200MHzMMX	$719.00
Pentium 166MHz. . . .	$439.00
Pentium166MHzMMX	$539.00
Pentium 133MHz. . . .	$299.00
Pentium 100MHz . . .	$259.00

AMD K5

K5-PR75	$209.00
K5-PR133	$247.00

CYRIX 686

6X86 P166+	$309.00
6X86 P200+	$389.00

Super Server

Intel Natoma 440 FX Chipset Dual Pentium Motherboard w/ 512k pipeline cache
Built In EIDE Controller Support 4HDDs 2FDDs 2HI Speed Serial Ports, 1Parallel Port
128 MB Ram Ex 768MB
3.1 GIG HDD
1.44 MB FDD
Mid Tower Case W/250 Watt
Diamond Stealth 2Mb Dram
12X-Cd-Rom, 16 Bit Sound Card
Speakers
14" SVGA NI .28dpi Monitor

Pentium Pro 200 $2099.00
Pentium 200MHz $1899.00

WorkStation

Pentium 100MhzIntel Triton [illegible] 515k Cache, 8MB Ram, 1.44MB Fdd, 1.2 GIG Hdd, SVGA 1MB, 14" Monitor,

$699.00

Hard Drives

1.6GB EIDE	$189.00
2.0GB EIDE	$209.00
2.5GB EIDE	$229.00
3.1GB EIDE	$269.00
4.0GB EIDE	$ CALL
5.1GB EIDE	$ CALL
All SCSI HD	CALL

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USRobotics 33.6 w/Voice Upgrd 57.6K	$ 99.99
33.6 Fax W/Voice (Pc Tel)	$ 49.00
1.44 Floppy (Mitsumi)	$ 19.99
Pentium 133Mhz W/M Board	$ 199.00

One per customer,while supplies Last.

CPU

Genuine Intel Inside

[illegible] Pro 200 [illegible]	CALL
Pentium-200 [illegible]X	$569.00
Pentium-200	$489.00
Pentium-166 [illegible]	[illegible]
Pentium-166	[illegible]
Cyrix [illegible]	$239.00
Cyrix 166+	$159.00
Cyrix 150+	$119.00
586 [illegible] -K5 133	$99.00
586 AMD K5 100	$79.00
586 AMD -K5 75	$39.00

MOTHERBOARDS

Intel Triton II 430VX Chipset Motherboard w/ 256k pipeline cache ....$[illegible]
MICRONICS,INTEL, TYAN, ASUS

Video Card

PCI SVGA 1 [illegible] Video Card	$ 32
Millennium/Mist 2MB [illegible]	$159/129
Millennium/Mist 4MB WRAM	$269/169
PCI Diamond Stealth 3D 2MB	$89.00
PCI Diamond Stealth 64bit 2MB/4MBVRAM	$149

Fax/Modems

33.6 Fax Modem Int./Voice	$ 79
33.6 Fax Modem Int. US ROBOTIC	$119
57.6 Fax Modem Int. W/ Voice US ROBOTICS	$179

CD Writer

2XWrite-4XRead	$459
Yamaha 6XRead-4XWrite (IDE)	$739
Yamaha 6XRead-4XWrite (SCSI)	$749

Monitors

14" SVGA [illegible] NI1024x768	$189.00
15" SVGA 28 [illegible] 1280x1024	$249.00
17" SVGA 28 NI 1280x1024	$459.00

NEC

NEC XV Plus 15"	$ 425.00
NEC XP 17"	$1019.00
NEC XV Plus 17"	$ 769.00

MAG

MAG 15" DX 1595 28 [illegible]
MAG 17" [illegible] 1795 26 NI. See Special

SONY

SONY 14" Refurbished	$ 219.00
SONY 15" SF2 MULTISYNC	$ 489.00
SONY 17" SF2 MULTISYNC	$ 789.00

For prices for all other size & brand monitor please call

Simms & Memory

4 Meg 70ns 72 pin	$ 19.99
8 Meg 70ns 72 pin	$ 32.99
16 Meg 70ns/72 pin	$ 67.99
32 Meg 70ns/72 pin	$ 142.99

Call for all SDIMM Ram & Full [illegible] Laptop Ram

Multimedia

CD ROMS

12X IDE CD ROM	$125.00
10X IDE CDROM	$109.00
[illegible] CD ROM	$ [illegible]

SOUND CARDS

SB 16 Vibra	$ 65.00
16 Bit ESS PnP	$ 33.00
Sound Blaster 32	$119.00
SB AWE 64	$199.00

SPEAKERS

60 Watts	$ 19.00
120 Watts	$ 35.00

Accessories

[illegible] w/ps	$ 29.00
Mid Tower Case [illegible]	$ 32.00
Desktop Case w/ps	$ 30.00
Full Tower Case w/ps	$ 55.00
Keyboard 101 BTC	$ 13.00
Keyboard Focus 2001	$29.00
[illegible]	$ 5.00
Microsoft Mouse 2 button	$ 22.00
1.44 MB FD [illegible]	$ 23.00
1.3 GB Tape Backup	$189.00
800 MB Tape Backup	$139.00

NETWORK CARDS

Network 3 Com Card	$79.00
16Bit PCI NetworkCard	$35.00
16Bit 2in1 NE-2000 Comp	$25.00

SCSI I/O Cards

Adaptec 2940	$169.00
Adaptec 2940 Ultra Wide	$1[illegible]

Motherboard W/cpu

Intel Triton II 430VX Chipset Motherboard w/ 512k pipeline cache

Pentium-200 MMX	$663.00
Pentium 200	$569.00
Pentium 166 MMX	$483.00
Pentium 166	$389.00
Cyrix 200+	$339.00
Cyrix 166+	$279.00
AMD K5 133	$199.00
AMD K5 100	$179.00

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Online Guide

Web Page Listings *continued*

Cabunny's Home Page *http://www.geocities.com/SunsetStrip/Towers/2186* If you like Smashing Pumpkins come and visit. [Exp #165.]

Charles Belov's Home Page *http://www.geocities.com/SunsetStrip/4294* World rock reviews, Web MIDI tips, interactive audio Shockwave game, personal art, and [illegible] [Exp. #164.]

Christina's Animal Page *http://www.whirlnet.com/animals* [illegible] resource [illegible] dedicated to assisting endangered species, as well as domestic animals [Exp #164.]

Computer Purchase Recommendations *http://www.hinchey.com/jeffrey/purchase.htm* Free PDF file containing my opinions and preceptions on where the IBM-clone and compatible market [illegible] headed [Exp #165.]

Cross Country Caffeine *http://www.eml.net/~jgm7/maya/ccc/* Cafe and coffee/tea retailer reviews from all over the country [Exp. #163.]

Dennis Ah Yek Home Page *http://members.aol.com/ahyek/dennis.html* Polynesian recording artist [illegible] Hawaii. [Exp #165.]

Escape From Cypress High School *http://www.sure.net/~kopstein/CHS.net* Ever wanted revenge [illegible] your high school teachers? Now you can with this free game [Exp. #163.]

The Far East Dragon *http://www.geocities.com/tokyo/7800* News, entertainment, everything about Vietnam, software, schools, and more [Exp #164.]

GPF Avoidance *http://home.earthlink.net/~tequilayum* Commentary, hyperlinks, Carl Sagan tribute, plus more [Exp. #165.]

Homepage For Hacking, Phreaking, And More *http://www.angelfire.com/ca/romeo007/index.html* Hacking, phreaking, vb source code, making links, etc. Currently under total reconstruction [Exp #164.]

Interkid Networks *http://[illegible]iknet.com* Real TV chat, places for kids to meet. Web design for $15/hr [Exp #165.]

Lee's Home Page *http://www.geocities.com/SiliconValley/Pines/8849* [illegible] eclectic site with a surf theme. Links to surfing, weather, software, HTML authoring, law and other interesting sites [Exp #164.]

Lobster Attack *http://members.aol.com/mymov* [illegible] 3-D animations of [illegible] lobsters, VRML virtual worlds, QTVR panoramas and more [Exp #164.]

Mis-Magic's House *http://www/primenet.com/~jelting/* When the lights dim and the air grows cold you're in Mis-Magic's House [Exp #164.]

The Movie Titles Company *http://www.kudzunet.com/perru/index.htm* Title designer of Star Wars, Taxi Driver, and more. Discusses work [Exp. #164.]

List Your Web Page

To list your Web home page for FREE, send us the name of your page/site, the URL (address), and a fifteen-word description. Also, please include a contact name and phone number for our reference only. Listings will run for three issues unless renewed. We reserve the right to select listings on a space-available basis and to edit those listings as needed. Send us your listings to: *michael.robin@microtimes.com*, Web Listings, 3470 Buskirk Ave., Pleasant Hill, CA 94523; or fax to (510)934-0883.

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Karen Schweickart (510)934-3700—*Northern California*
Michelle Rosendin (213)851-8600—*Southern California*

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- EC mid tower case w/250W power supply
- Dual processor motherboard w/Intel 440FX chipset
- Dual Intel Pentium® Pro processor w/256K cache
- 32MB hi-speed EDO RAM
- Teac 1.44MB floppy disk drive
- 3.2GB internal IDE hard disk drive
- Diamond Stealth 3D PCI SVGA card w/4MB VRAM
- MAG DJ700 17" non-interlaced SVGA monitor
- Internal 12X CD-ROM drive
- Sound Blaster 64 AWE stereo wavetable sound card
- Digital microphone
- Stereo computer speaker w/subwoofer
- Internal 33.6 fax/modem
- [illegible] 104-key natural keyboard
- Microsoft serial mouse
- Microsoft Windows NT 4.0 Workstation
- Microsoft family pack

intel inside

PENTIUM® PRO 180MHz $3898

P N' P

Windows NT

ULTRA MEDIA SYSTEM DUAL PENTIUM® PROCESSOR

intel inside

- EC mid tower case w/230W power supply
- Dual processor motherboard w/Intel 430HX chipset
- Dual Intel Pentium® processor w/256K cache
- 32MB hi-speed EDO RAM • Teac 1.44MB floppy disk drive
- 2.5GB internal IDE hard disk drive
- Diamond Stealth 64 PCI SVGA card w/2MB DRAM
- MAG DX1595 15" non-interlaced SVGA monitor
- Internal 12X CD-ROM drive
- Sound Blaster 32 stereo wavetable sound card
- Digital microphone • Stereo computer speaker
- Internal 33.6 fax/modem • Keytronics 104-key natural keyboard
- Microsoft serial mouse • Microsoft Windows NT 4.0 Workstation
- Microsoft family pack

P N' P

Windows NT

PENTIUM® 133MHz $2138

ULTRA MEDIA SYSTEM PENTIUM® PROCESSOR

intel inside

- Mid tower case w/230W power [illegible]
- [illegible] chipset
- Intel Pentium® processor, 256K external cache
- 16MB hi-speed [illegible] RAM • Teac 1.44MB floppy disk [illegible]
- 1.7GB internal IDE hard disk drive
- Diamond Stealth 64 PCI SVGA card w/2MB DRAM
- MAG DX1595 15" non-interlaced SVGA monitor
- [illegible] CD-ROM [illegible]
- Sound [illegible] 16 stereo sound card
- Digital microphone • Stereo computer speaker
- [illegible] 33.6 [illegible] • Keytronics 104-key [illegible] keyboard
- Microsoft serial mouse • Microsoft Windows 95 • [illegible] CD pack

P N' P

PENTIUM® 166MHz $1588

PENTIUM® 166MHz MMX chip............ $1698

[illegible] MONTH's SPECIAL!!

• 30 to 72-pin SIMM converter	$7.50
• Full tower [illegible] w/250W P/S	$58
• Yamaha stereo sound card	$29
• [illegible] motherboard w/0K cache	$30

BASIC MEDIA SYSTEM PENTIUM® PROCESSOR

- Mini Tower case w/230W power supply
- Motherboard w/Intel Triton VX chipset
- Intel Pentium® processor, 256K external cache
- 16MB hi-speed [illegible]
- Teac 1.44MB floppy disk drive
- 1.3GB internal IDE hard disk drive
- Cirrus Logic PCI SVGA card w/1MB DRAM
- Axion 15" non-interlaced SVGA monitor
- Internal 8X CD-ROM drive
- [illegible] chip OPL-32 stereo sound card
- MU691 stereo computer speaker
- Acer 104-key enhanced keyboard
- Microsoft compatible serial mouse

P N' P

PENTIUM® 100MHz..... $1058

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Microsoft Windows NT 4.0 Workstation	
Microsoft Windows NT 4.0 Server	
Microsoft Windows [illegible]	
Novell Netware 3.12/4.1 10 users	
Novell Netware 3.12/4.1 25 users	
Novell Netware 3.12/4.1 50 users	
16-Bit Ethernet card (combo)	
32-Bit [illegible] Ethernet card (combo)	$48
Intel Etherexpress Pro [illegible] 10/100BT	CALL
NorvaDyne Ethernet PCI 10/100BT	CALL
3COM Etherlink III 16 TP	$55
3COM Etherlink III [illegible] Coaxle	$78
3COM Etherlink III XL TP PCI	$95
8 port Ethernet [illegible] Active Hub	[illegible]
16 port Ethernet [illegible] baseT concentrator	$180

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Online Guide

Web Page Listings *continued*

Mr. Wonderful's Lair *http://www cris.com/~Barcenas/index.shtml* Internet, echomail, games, shareware, adult, matchmaker [Exp. #165]

My Home Page *http://www-leland.stanford.edu/~troutman* [Exp. #165]

Refrigerium Early Christian WebSite *http://www.hooked.net/~bless/refrigeri um/index.html* An entry point for Early Christian (<500 c.e.) resources [illegible] the Internet [Exp #165]

Sexy, Sober, And Evil *http://home earthlink net/~kittyfeet/* Download music, read rants, email, chat on IRC, view artwork, and enjoy our twisted little world. [Exp. #164]

The Sin Of Sectarianism *http://globalpac.com/* For Christians disappointed with organized religion. "How to Gather [illegible] Assembly " [Exp #164]

Suhaila *http://www.suhaila.com* Acclaimed international belly dancer Suhaila's h[illegible] page [Exp #164.]

Ted Alvy Cosmos Topper Home Page *http://pages.prodigy.com/FNJD74A* Mallard, Captain Beefheart, Little Feat, Neon Park, Firesign Theatre, and [illegible] [Exp. #164]

Thogek Tutors Mathematics *http://www.alumni.caltech.edu/thogek/tutor.html* High school math, algebra, geometry, trig, whatever Two [illegible] experience I [illegible] to you. [Exp #164]

TRIZ *http://w3.advn com/~semyon/triz0000* [illegible] The systematic methodology for creative innovation engineering design–TRIZ (from Russian acronym) now in [illegible] [Exp #165.]

Tutor's Web Site *http://www.angelfire.com/la/easy 123* Web [illegible] for a [illegible] in the Orange [illegible] ty/Long [illegible] area Various subjects and levels [Exp. #163.]

Uncle Sherman Radio Guy *http://www.cruzio.com/~gpa/sherman.htm* Uncle Sherman x-KFAT dj Current resume, Ameri[illegible] [illegible] links, cowboy stuff. [Exp #165]

GOVERNMENT/ POLITICS

Corporate Watch *http://www corpwatch org* As all the Fortune 500 companies jump onto the World Wide Web bandwagon, who's keeping an eye [illegible] them? Corporate Watch is! [Exp. #163]

First Amendment Center *http://www.fac.org* Congress shall make no law respecting [illegible] establishment of religion, or prohibiting [illegible] free exercise thereof, [illegible] abridging the freedom of speech, or of the press; of the right of the people peaceably to assemble, and [illegible] petition the government for [illegible] redress of grievances [Exp. #163]

NASA's Observatorium Salutes African-American Astronauts *http://observe ivv.nasa gov/observe/ootd/ootd.html* See photos, list of achievements, links to biographies, and more [Exp #165.]

ARTS

ACiD Productions *http://www.acid.org* [illegible] virtual online gallery by the underground digital artists of ACiD Productions [Exp #164.]

The Cannonball Express *http://www2.best.com/canonbal/* A video project-in-progess about urban firestorms and environmental [Exp #165.]

Discord Aggregate *http://www.discord-aggregate com* Art, [illegible]. [illegible] [illegible] Aggregate-artists [illegible]cated to advancing the edges [illegible] [illegible] [Exp #165.]

The E-Wall *http://www.geocities.com/SoHo/3672/* A virtual wall on which you [illegible] invited to hang a piece [illegible] your own art work. [Exp #165]

ENTERTAINMENT/ LEISURE

1.888.MPEGVCD.COM *http://www dvdvideocd.[illegible]* Your complete source for DVD, VideoCD players as well [illegible] the biggest selection of titles available on cyberspace [Exp #163]

Art Comics *http://www.artcomic.com* An eclectic page of alternative comics, animation, and fresh toons made daily for the Internet. [Exp #164.]

Ask Mr. Traffic *http://mrtraffic.com* The LA-based traffic safety expert and talk show host with the most comprehensive drivers info on the Web [Exp. #165]

B.A.D.–Bay Area Dance *http://www.sirius com/~kwhite/* Auditions, classes, workshops, ethnic dance, and more [Exp. #163.]

Backstage Online *http://206 43 146.101/backstage* Full-service Internet music magazines with lots of cool extr[illegible] and pictures [Exp #164]

Ballparks.com *http://www ballparks.com* Every major league baseball park is [illegible] for scrutiny– even those new-fangled domed stadiums [Exp. #165.]

Car Talk Web Site *http://cartalk.com/* The official site [illegible] Car Talk from NPR [Exp #163]

CordNet *http://www.automaven com* For fans of the classic 1936-37 Cord automobiles: photos, history, club activities, links. [Exp #165.]

CyberHikes *http://www cyberhikes.com/* Virtual hikes in California State, County, and National Parks Maps, photos, and [illegible] [Exp #165]

Cyberwit *http://www cyberwit com* Great computer t-shirts, etc., featuring cartoon art from [illegible] of Cracked magazine's best [Exp #165]

Dee Zaster, Esq. *http://www globalpac.com/umpsm/* The politically incorrect, depraved "bloomer" broad [illegible] working at aggravating the GOP [Exp #165]

Ebonipearle Productions *http://www ebonipearle [illegible]* Everything L[illegible] here traffic, weather, earthquakes, clubs, jazz, sports, etc [Exp. #165]

Electric Shorts Online Mini Page *http://users aol.com/elecshorts* PC gaming files, reviews of games and heavy music, and babes [Exp #165]

Flapper Station *http://www.sns com/~rbolt/index html* Devoted to the music, cars, radio, fashion, and silent films of the Roaring 20s and early 30s. [Exp #165]

Flyte Trax Query System *http://www.amerwxcncpt com/flytrax.html/* A Web site [illegible] lets you track airliners in flight [Exp #165]

Gotham World Order (GWO) *http://www geocities com/~gwo* One of the best email fantasy wrestling leagues on the net Open to n[illegible] wrestlers [Exp #165.]

The Literate Traveller *http://www literatetraveller.[illegible]m* An independent bookseller specializing in travel literature, guidebooks, and mysteries set in exotic locales [Exp #163]

Movo Media *http://www movo.com* Meet local singles. Try it free, use code 650. [Exp #165]

Midimark Productions *http://www midimark.com* Sound and samples for samplers available on floppy disks, CD, and CD-ROM Specializing in Hip Hop, dance, and House [Exp #165]

continued on page 172

On my way to get the new MicroTimes!
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[redacted] 6 FaxModem with Voice Mail
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Pentium Processor - 133

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Pentium Processor - 166**

[redacted] 16MB EDO RAM, 2.57GB EIDE Hard Drive
15" [redacted] Screen SVGA [redacted] 28dp Monitor
$1545 w. [redacted] Drive $1645

Pentium Processor - 166**

C [redacted] [redacted] [redacted] 2.57GB EIDE Hard Drive
[redacted] [redacted] Graphics SVGA 0.39dp [redacted]
$1675 w. 4.3GB Drive $1775

STB® TV Tuner (View TV in a resizable window) $120
Network Ready Intel® [redacted] Pro 10/100 Card $70
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STB® TV [redacted] Tuner (View TV in a [redacted] [redacted])
[redacted] [redacted] [redacted] 3D [redacted] Card [redacted] [redacted] Speakers
Win[redacted] Keyboard w. [redacted] Rest & [redacted] Mouse
U.S. [redacted] **33.6K FaxModem** (X2™ [redacted])
[redacted] Windows® [redacted]
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Pentium Processor - 166

A [redacted] [redacted] RAM, 4.3GB EIDE [redacted] Drive
17" Princeton Graphics 0.39dp Monitor
$1965

Pentium Processor - 200

B 32MB EDO RAM, 4.3GB EIDE Hard Drive
17" Princeton Graphics 0.39dp Monitor
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Pentium Pro Processor - 200

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17" Princeton Graphics 0.39dp Monitor
$2295 w. 6.4GB Drive $2435

Network Ready Intel® EtherExpress Pro 10/100 Card $90
[redacted] Range Rotating [redacted] Speakers & [redacted] $100
Microsoft Natural Keyboard Add $50

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ULTRA FAST 16X CD-ROM [illegible]

[illegible] WAVETABLE (MUSIC [illegible] 3D SOUND) STEREO
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A [illegible] EDO RAM, **Gigantic 6.4GB** E[illegible] Hard [illegible]
17" MAG 25dp (Trinitron CRT) NI [illegible]
$2275 with 17" MAG Monitor $2175

Pentium Processor - 200
B 32MB EDO RAM, **Gigantic 6.4GB** EIDE Hard Drive
17" MAG 25dp (Trinitron CRT) [illegible] Monitor
$2495 with 17" MAG Monitor $2395

Pentium Pro Processor - [illegible]
C 64MB EDO RAM, [illegible] **Gigantic 6.4GB** EIDE Drive
17" MAG 25dp (Trinitron CRT) NI [illegible]
$2825 with 20" [illegible] $3445

STB® TV Tuner (View TV [illegible] scalable windows) [illegible]
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Zip
Zip Drive [illegible]
Zip Zoom [illegible]
Zip Card [illegible]
Zip disk,each $16
[redacted] disk,3 pack [illegible]
Zip disk,10 pack w/ $20 mail-in rebate [illegible]
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Canvas 5 $149

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Approach [illegible]
Notes [illegible]
CC:Mail [illegible]
Freelance Graphics [illegible]
Organizer [illegible]
1-2-3 [illegible]
SmartSuite [illegible]
Word Pro [illegible]

Jaz
SCSI [redacted] [illegible]
SCSI Internal [illegible]
Jaz Jet PCI [illegible]
Jaz Jet ISA [illegible]
ParallelPid SCSI [redacted] [illegible]
Disk, each [illegible]
[redacted] pack [illegible]
Carrying Case [illegible]

Autodesk
AutoCAD LT [illegible]
AutoSketch [illegible]
Animator Pro [illegible]
Animator Studio [illegible]

MICROMEDIA
Fontographer [illegible]
upgrade [illegible]
X Res [illegible]
Freehand 5 or 5.5 [illegible]
Freehand 7 [illegible]
Freehand Graphic Studio [illegible]
7 [illegible]
upgrade [illegible]
Backstage Designer + [illegible]
Backstage Org Studio [illegible]
SoundEdit 16 + Deck2 [illegible]
Director 5 [illegible]
Director 5 w/ Shkwave [illegible]
upgrade [illegible]
Director Multimedia Studio w/ Shockwave [illegible]
upgrade [illegible]
Authorware 3.5 [illegible]
upgrade for version 3 [illegible]
upgrade for version 2 [illegible]

Borland
dBase DOS [illegible]
Delphi Developer 2 [illegible]
Delphi 2 Client/Server [illegible]
IntraBuilder Pro [illegible]
Paradox DOS [illegible]
Paradox Win [illegible]
Paradox NT/95 [illegible]
Paradox Runtime [illegible]
Turbo C++ 3.1 Visual [illegible]
Turbo C++ 4.5 Win [illegible]
Turbo Pascal 7 DOS [illegible]
Turbo Pascal 1.5 Win [illegible]
Turbo Assembler 5 [illegible]
Visual dBase 5.5 Win [illegible]
[illegible]

Metrowerks
CodeWarrior 10 Pro w/ Java Tools [illegible]

Traveling Software
[redacted] [illegible]
LapLink 7.5 [illegible]

Visio
Visio 4 [illegible]
Visio Pro 4.5 [illegible]
Visio Tech 4.5 [illegible]

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[illegible]

Online Guide

Web Page Listings

continued from page 168

OnVideo *http://www.cyberpod.com/cyberpod/onvideo.htm* A complete home video guide to current and forthcoming movies re-leased [redacted] tape. [Exp. #163.]

Pavillion Community Network *http://www.fpavillion.com* The most comprehensive guide to your community with instant access to hundreds of local businesses, events, government and educational info, and more [Exp #165.]

QUICKcheck *http://users.aol.com/jwag777/quick/index.html* Quickly check how movie critics from fifteen major newspapers and magazines rate today's movies [Exp #163.]

RailTech Software Sys-[redacted] *http://www.railsoft.com* Software for the railroad industry. As a ser-[redacted] we have links to all major railroads, short line railroads, [redacted] well as all associated sites pertaining to railroads [Exp #165.]

Randy Fochet Home Page *http://members.aol.com/ulovesax/randy.html* Announcing the release of Randy's latest recording, "From Slow To Rock 'N Roll." If you like Kenny G, you'll love Randy [Exp #165.]

Slam And Scream Office Stories Page *http://www.lo.com/~slam/* New site for administrative assistants, secretaries, and other office "underlings." [Exp #163.]

The Sleeping Princess *http://www.well.com/~w[redacted] norell* On [redacted] effects of mass hysterical amnesia on [redacted] female psyche [redacted] Woody Allenish comedy site [Exp #165.]

The South End Zone *http://southendzone.com* Green Bay Packers historical information. The [redacted] complete sports team Web site on the world [Exp #164.]

The Sporting News *http://sportingnews.com* The weekly magazine offers user customization and participation [Exp #165.]

Taqueria La Cumbre *http://www.hotchilies.com* The best mexican food anywhere, even Mexico. Try our award-winning tacos and burritos [Exp #164.]

Tennis Time *http://www.jiplaza.com.com* Recreational tennis lessons for beginning and intermediate students. Videos, text, and photos [Exp. #164.]

Tracy G.'s G Factory *http://www.geocities.com/SunsetStrip/Alley/8043* Info and tour dates for Tracy G., rock guitarist from WWIII, G Factory, and DIO. [Exp. #164.]

Weekly Planet *http://www.weeklyplanet.com/weekly planet* The global alternative weekly that delivers your "link" to news and entertainment on the Internet [Exp. #164.]

Weird Al Yankovic: The Bermuda Files *http://www.loop.com/~bermuda* The latest news, photos, and insider info [redacted] Weird [redacted] from his drummer, Bermuda Schwartz [Exp #165.]

ADULT ENTERTAINMENT

ABC-XYZ Adult Links *http://www.xxxvisions.com/alt.htm* Links [redacted] the hottest adult sites on the Web, updated daily [Exp #163.]

Adult CD-ROMs! *http://www.romdezvous.com/* The hottest adult interactive CD-ROM games, movies, [redacted] videos avail-[redacted] Free catalog. [Exp. #165.]

Amsterdam Live! *http://[redacted] xxx.inter.net* Live sex shows from Sin City. [Exp #165.]

Bikini Net *http://www.bikininet.com* Exclusive sexy photos and QuickTime videos of gorgeous women in and out of binikins [Exp #163.]

Dr. Jack's Thing [redacted] *http://www.drjack.com* Gateway to one of N. California's hottest BBSs. Free samples, great hot links [Exp #165.]

HOTXXX Girls *http://hotxxx.com* Lots of pics, memberships available [Exp #164.]

House [redacted] Erotic Fantasies *http://users.deltanet.com/~kjackson* Lots of XXX graphic files, sounds, adult stories, and links. [Exp #164.]

Just Say [redacted] Productions *http://www.jsahh.com* XXX explicit hardcore adult images [Exp #163.]

Red Hot Women *http://redhotwomen.com* The hottest women on the Internet, free pictures, live shows, and videoconferencing [Exp #164.]

Sexorgy *http://www.sexorgy.com* Everything you want is here movies, live girls, and lots of pictures. Over 18 only. [Exp #164.]

Sexysex Online Magazine *http://www.sexysex.com* Free pictures, live shows, subscriptions, [redacted] features and pics every week. Over 18 only [Exp. #164.]

Virtual Brothels *http://www.virtualbrothels.com* Free red hot sexy adult story about Nevada brothels with map and travel guide [Exp. #165.]

Zeke Grubly *http://www.globalpac.com/umpsmc30.htm/* The cartoon XXX-antics of Zeke—the beer drinkin'est stinkin'est, 76-year-old stud in Pismo Beach [Exp #163.]

OLD AD...NEW PRICES!!!

[illegible]

- Power Box 133
- Intel Triton HX Chipset 256K PB
- IDE/IO on Board, 1.2GB IDE Hard Drive
- 16MB EDO RAM, Teac 1.44 FDD
- 3PCI, 4 ISA Slots, 12X CD-ROM
- PCI Matrox Mystique w/2MB WRAM
- 16-Bit Sound Card, 160-Watt Amp. Speakers
- 15" SVGA Monitor, MS Mouse
- USR 33.6 Int. Modem w/Voice, Keyboard, CPU Fan
- Deluxe Mid-Tower Case

$1299

[illegible]

- Power Box 166
- 512K, 2.1GB IDE Hard Drive
- EDO 32MB RAM, Teac 1.44 FDD
- Matrox PCI w/2MB WRAM
- 16-Bit Sound Card
- 12X CD-ROM
- 180-Watt Amp. Spkrs, MS Mouse
- USR 33.6 Int. Modem w/Voice, Keyboard, CPU Fan

$1299

MMX DELUXE 200

- MMX Motherboard (Made in USA)
- Intel Pentium® MMX 200 CPU
- EDO 32MB RAM, Teac 1.44 FDD
- Mini Tower Case, 250 Watt Power
- Matrox Mystique w/4MB
- 3.1GB IDE Hard Drive
- AWE 32 Sound Card
- 12X CD-ROM, USR 33.6 Int. Modem w/Voice
- Deluxe 180-Watt Amp. Spkrs
- Win 95 Keyboard, MS Mouse

$18[illegible]

[illegible]

- Micronics [redacted] (Dual Pentium® Pro)
- 1 Intel Pentium® Pro 200 (Upgradable to 200)
- ATX Tower Case 8 Ports FCC/UL
- Teac 1.44 FDD
- 64MB ECC, Parity, 3.3
- NEC 8X SCSI CD-ROM
- Matrox Mystique w/4MB
- 2.0GB UW Hard Drive
- Built-in Sound, 180-Watt Amp. Speakers
- Built-in Adaptec 2940 UW
- Win 95 Keyboard, MS Mouse

[illegible]

w/9.0GB...$4599

DUAL POWER PRO [illegible]

- Micronics W6LI (Dual Pentium® Pro)
- 2X Intel Pentium® Pro 200
- ATX Tower Case 8 Ports FCC/UL
- Teac 1.44 FDD
- 64MB ECC, Parity, 3.3
- NEC 8X SCSI CD-ROM
- Matrox Millennium w/4MB WRAM
- Built-in Sound, 180-Watt Amp. Speakers
- Built-in Adaptec 2940 UW
- 4.0GB UW Hard Drive

$3549

[illegible]

NANAO

F217 17" .16 1600x1200@66Hz	$799
F217EX 17" .26 1600x1200@66Hz	699
T217TS 17" .25 1600x1200@66Hz	[redacted]
TX-C7S 17" .25 1600x1200@68Hz	999
T20 20" .30 1600x1200@68Hz	1749
F20 20" .28 1600x1200@72Hz	1745
F22I 20" .28 1600x1200@72Hz	1749
FX221 21" .26 1600x1280@80Hz	[redacted]

MAG

[redacted] [redacted] .28 SVGA NI	$329
DX 1795 .26 SVGA NI	569
1795T	649

VIEWSONIC

15ES 15" .25	$369
15GS 15" SVGA NI	409
17GS 17" SVGA NI	649
17PS 17" SVGA NI .25dp	749
V770 17" SVGA NI (Trinitron)	849
21PS 21" SVGA NI .25dp	1599
V8101 21" SVGA NI (Trinitron)	1999

SONY

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17SF2 17" Multiscan SVGI-NI	749

CTX

New 1565D 15" .28	$299
765 17" .28	499
485 17" .26	579

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447X 17" .25 (Sony Tube)	949
445X 21" TCO	1799

SYSTEM BO[illegible]

AMI

Atlas [redacted] II 256K/512K	$299/349
[redacted] 256K/512K	249/275
Merlin PCI Pentium® Pro	399
Merlin II PCI Dual Pentium® Pro	499
Goliath Quad 200MHz Pentium® Pro	6999

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LX 30 [redacted] 80	$185
M54Hi 512K Pipeline Cache	215
M55Hi+ ATX Pentium®	295
M6ME Dual Pentium® Pro/SCSI/Video	519
M6MI ATX Pentium® Pro 512K	[redacted]
P6ONE Dual Pentium®	298

SUPER MICRO

P55TE 512K Pentium® Triton II	$225
P55T2S 512K Pentium® Triton II	219
P6NE Single Pentium® Pro	339
P6DNF Dual, Full Pentium® Pro	599
P6DNE Dual, Baby Pentium® Pro	449

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Titan VX	$189
Tom Cat II Single Pent.	199
Tom Cat III Dual Pent.	239
Tacoma Single Pro ATX	299
Titan Pro Single AT	329
Titan Pro Dual	449

ASUS

P55TP2P4 256K Pipelined Triton II	$165
P55TP2P4 512K Pipelined Triton II	183
6PR P430 Pentium® Pro Board	370

CPU

Pentium® Pro 200	$699	[redacted]	$100
Pentium® Pro 150	299	Pentium® 75	[redacted]
Pentium® 200	499	486 DX-4/120	89
Pentium® 166	295	486 DX-4/100	[redacted]
Pentium® 150	299	[redacted] DX-2/80	[redacted]
[redacted] 133	199	486 DX-2/66	39
Pentium® 120	115	486 33 MHz	29

MEMORY

1x32/EDO (4MB SIMMS)	$25
2x32/EDO (8MB SIMMS)	39
4x32/EDO (16MB SIMMS)	75
4x36 (Real Parity)	179
8x32/EDO (32MB [redacted]	139
[redacted] [redacted] Parity)	275
16x32/EDO (64MB SIMMS)	549/649
16x36 (Real Parity)	699

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[illegible]

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1.2GB IDE	$229
1.6GB IDE	269
1.6GB SCSI & 1.6GB SCSI-2	248
2.1GB SCSI-2	[redacted]
2.1GB Wide SCSI-3	

MAXTOR

1.3GB IDE	[redacted]
1.6GB IDE	209
2.0GB IDE	249

QUANTUM

1.2GB IDE	$199
1.6GB IDE	249
2.5GB IDE	299
2.0GB Wide SCSI "Atlas"	[redacted]
4.0GB Ultra Wide SCSI "Atlas"	[redacted]

SEAGATE

1.2GB IDE	179
1.6GB IDE	199
2.1GB SCSI Ultra Wide	699
2.1GB SCSI	749
2.1GB Hawk WSCSI	[redacted]
2.0GB Barracuda	799
2.0GB Barracuda SCSI	799
4.0GB Barracuda SCSI/Wide	899/1099
[redacted] Ultra Wide	1099
[redacted] [redacted] Wide ST19171W	1899

WESTERN DIGITAL

850MB IDE	$159
1.0GB IDE	199
1.2GB IDE	199
1.6GB IDE	229
2.1GB IDE	269
2.5GB IDE	289
3.1GB IDE	379

[illegible]

SOUND SYSTEMS

Creative Labs 16 [redacted]	$72
Creative 32 PnP	149

(Call for Roland, Turtle Beach etc.)

FAX/MODEMS

[redacted]	$69
[redacted]	89
U.S. Robotics 33.6	149
U.S. Robotics 33.6 w/Voice	175

Call for Hayes, Supra, Zoom & others

TAPE BACK-UP IO MEGA

Zip Drive 100MB SCSI	$189
420MB Int / [redacted]	99/159
800MB Int / Ext	145/185
[redacted] Int / Ext	279/299

COLORADO

350MB Int / [redacted] Int	$99/149
1.4GB w/ FC-20 Controller	209
Ext. Adapter Kit / 1MB Kit	38/80
Ext. Drive Kit	75
[redacted] 850MB Int	169

VIDEO CARDS

MATROX

Millennium 2MB/4MB [redacted]	$185/255
Myst PCI 2MB/4MB SGRAM	$199/259

#9

Imagine 128 II 4EDO VRAM	$549
Motion 771 2MB/4MB VRAM	249/395

DIAMOND

Fire GL [redacted]	$899
Stealth 64 2MB/4MB VRAM	229/339
Stealth 3D 2MB DRAM	139

ATI

ALL CARDS IN STOCK!	$CALL

CASES

14 Bay Server w/Redundant Power Supply	$995
External Housing for Hard Drives	95
Mini/Mid/Full Tower	45/65/99

[illegible]

CS-730 Desk Top 220Watt	71
CS-330 Mini Tower 220Watt	69
CS-230 Mid-Tower 250Watt	95
CS-130 Full-Tower 250Watt	135

POWER SUPPLIES/FANS

Pentium® Fan	$12
Pentium® Pro Fan	23
270W Silencer Power Supply	149
300W Turbo Power Supply	179
450W Turbo Power Supply	279

CD-ROM [illegible]

Mitsumi 6X	[redacted]	Toshiba 6X IDE	Call
NEC 222 4X SCSI Int.	79	Toshiba 6X IDE/SCSI	[illegible]
[redacted]	269	[redacted]	[redacted]
Plextor 6X SCSI Int	445	Teac 6X IDE	[redacted]
Samsung 6X/8X	64/99	Teac 52X 4X CD & Floppy	99

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Product Spotlight

Updates

Books That Work [illegible] **3D Deck 3.0**, [illegible] latest [illegible] of their deck design software $50 Books That Work, 2595 [illegible] Bayshore Rd., Palo Alto CA 94303 (415)326-4280 [illegible] URL *http://www.btw.com*

Coda Music Technology, Inc. has upgraded **Finale v3.7** $79.95 Coda Music Technology, 6210 Bury Dr., Eden Prairie, MN 55346 1-800-843-2066 or URL: *http://www.codamusic.com*

IBM's antivirus software, **IBM AntiVirus v2.5.2**, now protects Microsoft Office 97 $49 IBM, Long Meadow Rd., Sterling Forest, NY 10979 1-800-742-2493 or URL: *http://www.av.ibm.com*

ImageNet, Inc. [illegible] **CANE v2** ImageNet Inc 12950 Saratoga Ave. Ste. D Saratoga, CA [illegible] (408)863-7260, *info@imagenet.com* , or URL *http://www.imagenet-cane.com*

Jukebox Information Systems [illegible] shipped its **JIS Encore! CD Duplicating Systems** Prices [illegible] $1,999 Jukebox [illegible] Systems 31119 San Benito St. Hayward, CA 94544 (510)441-8125 or AmeLop *mg@jbs.com*

Lundeen [illegible] **Associates** [illegible] **Web Crossing 2.0** the [illegible] their Web conferencing software [illegible] Lundeen & Associates 909 Marina Vil- [illegible] Pkwy. Ste 595, Alameda, CA [illegible] (510)521-5855, *sales@lundeen.com* , or URL [illegible]

Parsons Technology [illegible] **Announcements 5.0** Parsons Technology One Parsons Dr. PO Box 100 Hiawatha IA 52233-0100 (319)395-9626 [illegible] URL: *http://www.parsonstech.com*

Play Music, Inc. has [illegible] instructional music CD-ROMs: **Play Guitar**, **Play Rock Guitar**, and **Play Blues Guitar** Play Music 11320 Chandler Blvd., Ste G North Hollywood, CA 91601 1-800-887-PLAY or URL *http://www.playmusic.com*

ScenicSoft, Inc. has made available a [illegible] version of its imposition software **Preps 3.0** ScenicSoft, Inc. 11400 Airport Rd. Everett, WA 98204-3745 (206)355-6655, *preps@scenicsoft.com* [illegible] URL: *http://www.scenicsoft.com*

Spalding Software, Inc. has announced [illegible] upgrade to **DataImport** [illegible] Spalding Software, Inc. 154 Technology Pkwy. Ste 250 Norcross, GA 30092-2911 (770)449-0052, *mail@spaldingsoft.com* , or URL *http://www.spaldingsoft.com*

TeleMagic, Inc. [illegible] **Enterprise 3.0 for Windows** TeleMagic Inc. 17950 Preston Rd., Ste. [illegible] Dallas TX 75252 1-800-835-6244 or URL *http://www.telemagic* [illegible]

The Learning Company, Inc. [illegible] introduced **Travel Talk** [illegible] line [illegible] CD-ROM language [illegible] ucts $54-$60 The Learning Company Inc., [illegible] Fremont, CA 94555 1-800-227-5609 [illegible] URL: [illegible]

Product Reviews

Book Reviews

Designing for the Web: Getting Started in [illegible] New Medium

By: Jennifer Niederst with Edie Freeman

Published By: O'Reilly and Associates

List Price: $24.95

Review By: Pamela Mason

To say that *Designing for the Web* is just another book on Web design is like saying an expresso is just a cup of coffee. It is [illegible] condensed, succinct little book, filled with practical advice. I picked up this book and in five minutes found the solutions to several problems I had recently encountered, one of which involved avoiding halos around transparent graphics, the other had to do with the GIF89a file format. I was constantly pleased and surprised as I read more.

Primarily targeted to the graphic designer shifting mediums from the graphic/print world to the Internet, [illegible] is reminiscent of a cheat sheet—albeit, a crisply designed cheat sheet. [illegible] is filled with handy tips and techniques and has plenty of white space for readability. Full-color illustrations explain often complex concepts clearly. This book is a gem. It will save you time. It [illegible] you money.

Designing for the Web should be considered mandatory reading and may just become the definitive primer for Web page designers. (O'Reilly and

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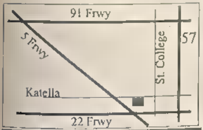
ViewSonic	*OPTIQUEST*
P 810	Q 100
21"	20"
Flat Screen	Flat Screen
.25 DP	.28 DP
$1,445	$899



Pentium Plus System 200 w/MMX

with Pentium [redacted] Processor with MMX
Intel Triton IIX Chipset 512K PB MB FCC Approved
3 0 GB IDE Hard Drive EDO 64 [redacted] Ram Teac 1 44 [redacted]
Matrox Millenium w/4 MB WRAM, 12 x CD Rom,
Creative Lab AWE 64 Sound Card Mid-Tower Case
ViewSonic-Optiquest 17" V 775 SVGA Monitor,
Deluxe Speakers PS/2 Microsoft Mouse
Microsoft Natural KB 33 6 Fax Modem
Alarm [redacted] Cooling Fan and Windows 95
(Depending on your A/C and Prefix)
3 Months Free Internet Access
$2,845 .00

[redacted]

with Pentium [redacted] Processor
Intel [redacted] IIX Chipset 512K PB 2 GB IDE Hard Drive
FCC Approved EDO 32MB Ram Teac 1 44 FDD
PCI Matrox Mistique w/2MB Video Ram
12 x CD Rom, Creative Lab IDE 32 Sound Card
ViewSonic-Optiquest 17" 1769DC SVGA Monitor,
Deluxe Speakers [redacted] Microsoft Mouse, Fujitsu 4725-601 [redacted]
Windows 95 [redacted] Tower [redacted] 33 6 Internal Fax Modem
[redacted] Month Free Internet [redacted] (In select A/C)
$2,135.00

[redacted] m 166

with Pentium 166 Processor
Intel Triton IIX Chipset 256K PB FCC Approved
IDE/IO On Board 1 6 GB IDE Hard Drive
16MB EDO Ram Teac 1 44 FDD 8 x CD Rom
PCI Matrox Mistique w 2MB [redacted]
Ensoniq Sound Card E P 120 Dynamic Speakers
ViewSonic-Optiquest V656 15" SVGA [redacted]
Microsoft Mouse Keytronic KB Windows 95
Acer Deluxe MidTower [redacted] CPU Cooling Fan
One Month Free Internet Access (In select A/C)
$1,695.00

NETWORKING

10BT Net Card	$19
PCI 3Com 10/100	$69
Farallon /SMC	Call
8 Port 10BT Hub	$79
16 Port 10BT Hub	$185
Coax Cable (RJ58)	Call
10 Base T Cable	Call
Terminators/Resistors	Call
Windows NT 4.0	Call
Novell	Call
Lantastic	Call

PRINTERS

HP 693C	$285
HP 870CXI	$499
HP 400	$179
HP 5 L-FS	$385
HP 6 P	$729
HP 5	$1189
HP Scan Jet 4C	$825

Printer Service Available
(See a Dealer for more Details)

TAPE BACKUP

HP T1000 400MB	$115
HP T3000 1.6GB	$179
Seagate TR4 4-8GB SCSI	$315
Iomega Zip Drive Parallel	$179
Iomega Jaz Drive Ext. SCSI	$439
Iomega Jaz Drive Int. SCSI	$359

MONITOR

ViewSonic

Model	Size / VA	DPI	Price
E641	14" / 13 2"	28	$215
E655	15" / 13 7"	28	$299
15GS	15" / 13 7"	27	$329
15GA	15" / 14"	27	$375
17EA	17" / 16"	28	$579
17GS	17" / 16"	27	$565
GT770	17" / 15 9"	25	$639
GT800	20" / 19 1"	30	$1139
G810	21" / 19 1"	25	$1375
17GA	17" / 16"	27	$599
17PS	17" / 16"	25	$659
PT770	17" / 16"	25	$679
PT775	17" / 16"	25	$859
G800	20" / 19"	28	$1049
P810	21" / 19 5"	25	$1445
PT810	21" / 19 5"	28	$1565
PT813	21" / 19 5"	28	$1679
PT815	21" / 19 5"	25	$1735

OPTIQUEST * After Rebate

Model	Size/VA	DPI	Price
V641	14"/13 1"	28	$179*
V655	15"/13 6"	28	$279
Q-53	15"/13 8"	28	$249*
VA656	15"/13 6"	28	$285
1769DC	17"/15 5	28	$475
Q-71	17"/16"	28	$479
V773	17"/15 8"	28	$479*
V775	17"/16.0"	26	$579
Q100	20"/18 4"	28	$899*

JAZZ SPEAKERS

J-201	$15	3 D Models	
J-211	$20	JS-100	$40
J-310	$32	JS-200	$55
J-340	$62	JS-300	$75
J-902	$75	JS-900	$85

CASES

Generic Mini Tower	$32
Generic Mid Tower	$49
Magictek Super Tower	$115
Acer Desktop	$65
Acer Mini Tower	$58
Acer Mid Tower	$65
Acer Tall Tower	$130

CPU

INTEL PENTIUM PROCESSORS

P-133	133 MHz	$135
P-166	166 MHz	$255
P-200	200 MHz	$495

INTEL PENTIUM PRO Please Call

SOUND CARD

SB Vibra 16	$59
SB AWE64 w/Upgrade	$175
ESS 1868 Sound Card	$25
Ensoniq Sound	$69

FLOPPY DRIVES

1 2 TEAC	$39
1 44 TEAC	$22

Others available call for price

CONTROLLER

Adaptec 2940U	$185
Adaptec 2940UW w/Cable	$229
Promise VLB 2300+	$ 40

MOTHERBOARD

Acer AP[illegible] HX w/512K PB	$115
Cyrix 686 166 MB w/CPU 256K Triton Chip Set	$243

HARD DRIVES

	Size	Price
NEC	1 6G	$195
Maxtor	2 0G	$215
Maxtor	1 0G	$170
Maxtor	1 2G	$187
Western Dig	1 6G	$199
Western Dig	2 0G	$225
Western Dig	3 1G	$233
Western Dig	1 2G	$183
Fujitsu	2 5G	$220
Fujitsu		

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Model 2220	Model 2341	Model 2343	Model 2551	Model 2651
Intel 120 MHz	Intel 133 MHz	Intel 133 MHz	Intel 150 MHz	Intel 166 MHz
1GB HD	1.6 GB HD	1 6 GB HD	2 1 GB HD	2 1 GB HD
16 MB Ram	16 MB Ram	16 MB Ram	16 MB Ram	16 MB Ram
1 44 FDD	1 44 FDD	1 44 FDD	1 44 FDD	1 44 FDD
6X CD Rom	6X CD Rom	6X CD Rom	6X CD Rom	6X CD Rom
28 8 Fax Modem	28 8 Fax Modem	28 8 Fax Modem	28 8 Fax Modem	28 8 Fax Modem
Mouse & Keyboard	Mouse & Keyboard	Mouse & Keyboard	Mouse & Keyboard	Mouse & Keyboard
17" SVGA Monitor*	15" SVGA Monitor*	15" SVGA Monitor*	15" SVGA Monitor*	15" SVGA Monitor*
Desktop Case	Desktop Case	Mini Tower Case	Mini Tower Case	Mini Tower Case
$1,299	$1,399	$1,479	$1,599	$1,749

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Magictek
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Hardware Solution

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of ISDN Modems
in Southern California

omni.net	$249
Omni TA 128	[redacted]
Elite [redacted]	$379
Elite 28641	$399
Prestige 128	$799
Prestige 28641	$1099

With the Purchase of one of these units, you will also receive [redacted] of charge a High Speed Serial & Parallel I/O Card ($79.00 Value)

CYRIX
Play Station

Cyrix 686 166 Processor
Intel Triton IIX Chipset
IDE/IO On Board
1 2 GB IDE HD
[redacted] Ram, 1 44 FDD
3 PCI 4 ISA Slots,
Serial Mouse
1MB Diamond Stealth
14" SVGA Monitor,
Acer KB Mini Tower Case
CPU Cooling Fan,
ESS Sound Card & Speakers
8 X CD Rom Windows 95
$899

AMD Workstation

AMD K-5 100 Processor
PCI MB w/256K Cache
Intel Triton VX Chipset
IDE/IO On Board,
1 2 GB IDE HD, Mouse,
8 MB Ram, 1 44 FDD
3 PCI 4 ISA Slots,
PCI Trident Card 1 MB,
14" Impression Monitor,
Acer KB, Mini Tower
CPU Cooling Fan,
ESS Sound Card/Speakers
8 X CD Rom, Net Card
and Windows 95
$949

Pentium System 133

with Pentium 133 Processor

Intel Triton VX Chipset 256K
IDE/IO On Board 1 2 GB IDE Hard Drive
16MB EDO Ram Teac 1 44 FDD
3 PCI 4 ISA Slots 8 x CD Rom
PCI Diamond Stealth 3D w 2MB DRam
Vibra 16 Sound Card, 70W Dynamic Speakers
[illegible]" SVGA Monitor Microsoft [redacted]
Fujitsu 4725-601 KB Windows 95
Deluxe Mid Tower Case CPU Cooling Fan

$1,299.00

VIDEO CARDS

PCI Matrox Millennium 2MB w/Ram	$175
PCI Matrox Millennium 4MB w/Ram	$255
PCI Matrox Mistique 2MB SG Ram	$145
PCI STB PowerGraphic w/2MB EDO Ram	$125
PCI STB LightSpeed w/2MB DRam	$117
PCI Diamond Stealth 3D w/2MB VRam	$115
PCI Diamond Stealth 64 w/2MB DRam	$ 65
PCI Diamond Stealth 3-D w/2MB DRam	$ 94
PCI Trident 9440 1MB w/MPEG	$ 29
PCI S-3 w/1MB DRam	$ 72
PCI ATI Xpression PC2TV w/4MB SGRam	$135
PCI ATI PRO 3D + PC2TV w/4MB [illegible]	$225

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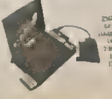
[illegible] NOTEBOOKS



Thunder I
AMD 133 MHz CPU
256 PB Cache, 1.3 GB HD,
64 Bit 2MB Graphics Card
16MB EDO Ram, 10X CD Rom,
16 Bit Stereo Sound with
2 Built in Speakers and Mic
1.44 Floppy Disk Drive
12 1" Dual Scan Display
$1,999

Thunder II
[illegible] CPU
256K [illegible] 1.3 GB HD,
64 Bit 2MB Graphics Card
16MB EDO Ram, 10X CD Rom,
16 Bit Stereo Sound with
2 Built in Speakers and Mic
1.44 Floppy Disk Drive
12 1" Active Matrix Display
$2,959

Prices Subject to Change Without Notice Not Responsible for Typographical Errors

Product Reviews *continued...*

Associates, Inc., 103 Morris St., Ste. A, Sebastopol, CA 95472. 1-800-998-9938, URL: *http://www.ora.com*)

Encyclopedia of Graphics File Formats, 2nd Edition

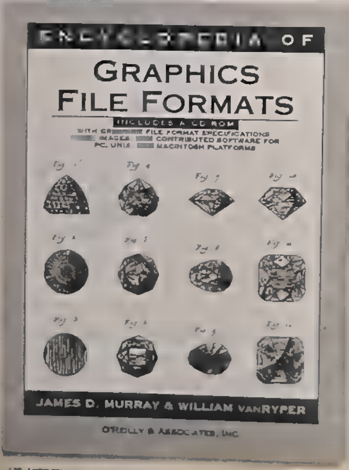
By: James D. Murray and William VanRyper
Published By: O'Reilly & Associates
List Price: $79.95
Reviewed By: Pamela Mason

Can graphic files can be infected with viruses? How do you convert between graphic file types? When should you use encryption, and what about run-length encoding? What are the political and legal issues involving trademarks, patents and copyrights regarding the use of file formats, such as GIF and the UNISYS LZW patent? For answers to these and many other questions read the second edition of the *Encyclopedia of Graphics File Formats*.

The first part of the book is a file format primer and serves as a lesson plan for learning all of the ins and outs of file formats—from the pros and cons of bitmap files, to vector vs. bitmap files, to why the most difficult conversions are converting bitmap and metafiles to the vector format. It allows you to learn about the detailed structure (headers, etc.) within a file and addresses issues of file size and memory limitations as well as palettes, color information, overlays, and transparency. There is even a section on how to write good quality technical documentation for a file format. The second part of the book breaks out over 100 file formats individually giving in-depth information on each.

The second edition's CD-ROM includes the entire book, various conversion utilities, updated vendor file specifications as well as the ability to link automatically to the O'Reilly GFF Web Center where you can get the most up-to-date information on many file formats.

This book is an essential resource for graphics programmers, applications programmers who need to become graphics programmers, graphic illustrators, Web masters, and anyone who needs to read, write and convert graphic files. Every type of user can find the appropriate level of information that they need here. (O'Reilly & Associates, 103 Morris St., Ste. A, Sebastopol, CA 95472. 1-800-998-9938, URL: *http://www.ora.com*)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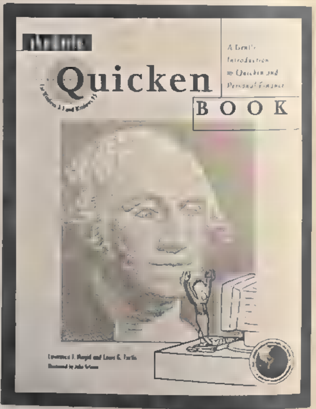
The Little Quicken Book

By: Lawrence J. Magid and Louis G. Fortis
Published By: Peachpit Press
List Price: $18.95
Review By: David A. Simon, CPA

Quicken is by far the most popular personal accounting package on the market. Unfortunately, many users never learn about its range of capabilities or customize it to their individual needs. *The Little Quicken Book* is primarily intended for [illegible] Quicken users, and serves as a reference for more experienced users as well.


The Little
Quicken
BOOK
A Layman's Introduction to Quicken and Personal Finance
Lawrence J. Magid and Louis G. Fortis

The book provides straightforward explanations on how to use the program in light of the user's individual needs and preferences. For tracking credit card purchases, for example, the book advises, "The first question you have to ask yourself is whether you want to bother tracking your credit card purchases." The following eleven pages then explain the use of Quicken's credit card register, program capabilities, and various options one might consider for tracking credit card transactions. The discussion is particularly helpful in selecting procedures and program options, and evaluating whether or not to subscribe to additional cost services such as online banking.

For investors, the book covers both internal program capabilities as well as a discussion of various online subscription services that Quicken utilizes to track stocks and mutual funds and analyze investments.

Although entitled *The Little Quicken Book*, it is 400 pages (not so little) and covers the range of program capabilities, including less commonly used features. A full chapter, for example is devoted to the financial calendar and how to schedule transactions. For that reason, *The Little Quicken Book* also serves as a reference book for more experienced users.

The outstanding feature of this book is easy to follow, step-by-step narrative explanations

continued on page 180

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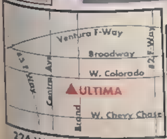

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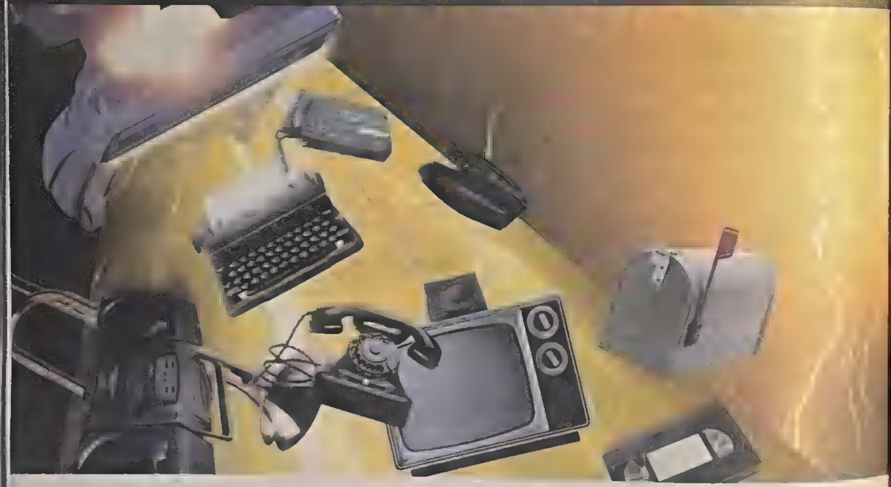

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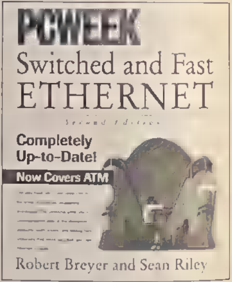
Product Reviews

continued from page 176

that are extensively illustrated with screen views. (Peachpit Press, 2414 Sixth St., Berkeley, CA 94710. 1-800-283-9444, URL: *http://www.peachpit.com*)



PC Week Switched and Fast Ethernet

Published By: ZD Press
List Price: $39.99
Reviewed By: Matthew Leeds

If you are working in networking, you are almost certainly working in Ethernet. Sooner or later, you'll bump up against Amdahl's Law which states that a 1 MIPS computer needs 1 Mbps of bandwidth. Current PowerMacs and Pentium PCs are bumping into the 50 MIPS range. In other words, no matter how fast your network seems now, as the computers on it get faster, they will consume more bandwidth, and eventually you'll need [redacted] faster network.

To plan for implementing the two leading strategies for speeding up an Ethernet (switching and fast Ethernet) system you need [redacted] good grasp of how Ethernet works, what switching and/or fast Ethernet have to offer, and which might be the right choice for your network.

Switched and Fast Ethernet presents an orderly introduction into the inner working of Ethernet, with some historical perspective on its origins. Clear and cogent discussions on topology and wiring, network diameter, management, and trouble-shooting are provided to enlighten the uninitiated, and guide the more experienced. Some discussion of the role of ATM in a local area network [redacted] also presented, although given the rapid evolution of this area of networking the material is already somewhat incomplete.

This book is an excellent choice as a guide for a technical manager who wishes to learn more about Ethernet, as a handbook for planning a network upgrade to enhance performance, or as a textbook on the design and deployment of Ethernet networks. (ZD Press, 5903 Christie Ave., Emeryville, CA 94608. 510/601-2000)

GIF Animation Studio

By: Richard Koman
Published By: O'Reilly and Associates
For: Book/CD-ROM for Mac or Windows 95 (Primarily Mac)
Review By: Pamela Mason

The GIF format is proving to be [redacted] of the graphic standards of Web page development. It doesn't require plug-ins or an authoring system to create. You don't have [redacted] wait for an entire animation [redacted] download before you see something, and it delivers one hit [redacted] a server, as opposed to server-push animation, where images are sent [redacted] at a time. Even though you have no sound and [redacted] interactivity with the GIF format there are many features that still make it a remarkably effective choice for many applications.

GIF animation closely resembles cel animation where moving charac[redacted] are filmed over backgrounds. The GIF file contains a series of frames overlaid on one another. In a simple animation, with each frame a com

plete scene and increasingly complex, the first frame provides the background and the rest provide the changing image. GIF's are 8-bit with [illegible] maximum 256 color palette and use both global and local palettes. *GIF Animation Studio* discusses how to create optimal palettes and also explains how the different options used [illegible] creating GIF animations affect display in the different browsers such as Netscape or Microsoft Explorer.

The CD-ROM contains freeware and shareware utilites, such as GIFBuilder, some limited commercial demos, such as Kai's Power Tools and Photoshop, and all of the animation examples contained in the book. The book is in full-color and serves [illegible] [illegible] tutorial/feature overview for creating GIF animations with the various utilities and commercial software products contained on the CD-ROM. It explains step-by-step how the work of some top designers were created, such as one (by one of my favorite illustrators), Henrik Dreischer, called Hare Krishna Cyclotron, and a clever little blinking alien by Audrey Witters of Metatools.

GIF Animation, the first in a Web Review Studio Series from O'Reilly affiliate Songline Studios, offers the consistency of quality expected from O'Reilly with the added layer of understanding that it is ultimately the art, design and creativity that make the technology worthwhile. (O'Reilly and Associates. 1-800-998-9938. URL: *http://www.ora.com*)

HTML Web Magic

By: Ardith Ibanez and Natalie Zee
Published By: Hayden Books
List Price: $39.99
Review By: Matthew Leeds

Books about the Web are [illegible] dime a dozen these days, and finding one worthwhile is sometimes more effort than it's worth. With regards to HTML authoring, I've found the most useful [illegible] the cookbook type with examples of specific techniques, displayed as both source and result. *HTML Web Magic* is exactly such a book with the added bonus of a CD-ROM [illegible] of the HTML source for every effect shown in the book. The CD also includes a collection of animated GIFs and Shockwave files, and the usual set of freeware/shareware better found on the Web for the most current release.

There are great color illustrations on many of the pages, excellent formatting of the HTML source for readability, and [illegible] fluff. This is not a book for beginners [illegible] there is no tutorial on how HTML works, just tons of great techniques, well-illustrated, and ready to add to your Web page. If you're looking for ideas to make your home page stand out from the crowd, this book will aid you in authoring fresh and exciting pages. (Hayden Publishing Co. 201/393-6165 URL: *http://www.mcp.com/hayden/*)

Running Microsoft Windows NT Server 4.0

By: Charlie Russel and Sharon Crawford
Published By: Microsoft Press, One Microsoft Way, Redmond, WA 98052-6399. URL: *http://www.microsoft.com/products/mspress*
List Price: $39.95
Review By: David A. Simon, CPA

Running Microsoft Windows NT Server 4.0 provides practical guidance that [illegible] ideal for businesses looking to build a network based on NT servers.

Microsoft's Windows NT network operating system has been around for several years [illegible] through several versions. Only with the release of version 4.0, however, has it had [illegible] major impact on the corporate networking market. In the market-share battle with Novell, the NT system is steadily gaining ground, particularly with small- and medium-sized businesses.

What distinguishes this volume from other NT Server books [illegible] its practical and concise approach. Not only [illegible] the reader easily dip into it for specific information, it's also a complete guide to planning [illegible] running a successful network. The first five chapters are, in fact, all about planning. The rest of the book is step-by-step guidance on [illegible] ranging from installation [illegible] disaster recovery to co-existence with Novell.

The authors give straightforward advice on potential pitfalls, with an emphasis on how a manager can maintain both control and a user-friendly environment. Here, you'll find the most thorny concepts [illegible] networking such as domains, TCP/IP, and shares vs. permissions discussed with admirable clarity and brevity. The language is only [illegible] technical as it needs to be, and descriptions are understandable the first time they're read.

At just over 600 pages, it's designed for everyday use, rather than as a substitute for the rather daunting five-volume *Windows NT Resource Kit* also produced by Microsoft Press. The *Resource Kit* is good for looking up technical specifications but when [illegible] [illegible] to realistic advice and quick answers, *Running Microsoft Windows NT Server 4.0* is far more useful. (Microsoft Press, One Microsoft Way, Redmond, WA 98052-6399. URL: *http://www.microsoft.com/products/mspress*)

Printer Review

SuperScript 860 Laser Printer

Manufactured By: NEC
For: Windows 95 and Windows 3.1 or greater
List Price: $499
Review By: Woody Liswood

The new NEC SuperScript 860 laser printer is [illegible] winner. From its small footprint (about 15" [illegible] 17") and fast [illegible] page-per-minute printing to utilizing the new Adobe PrintGear technology for good-looking output, this printer [illegible] [illegible] great addi[illegible] to any home [illegible] office.

The 860 comes with [illegible] CD-ROM containing all the necessary software and Windows drivers you will need. I set up the 860 so that its status monitor resides in a toolbar that also lets [illegible] access all of the available features, such [illegible] voice alerts for starting and ending print jobs.

The 860 [redacted] clearly a speed demon. For example, a document that took 22 minutes on a HP LaserJet II, or [redacted] minutes on a NEC 660 (the predecessor to the NEC 860), only takes [redacted] minutes on the 860 laser printer.

The 860 also has [redacted] Energy Savings Mode. In sleep mode the energy consumption drops from 400 watts while printing to 15 watts while idle. The status monitor shows if the printer is asleep. If so, it only takes a few seconds to warm up when you start [redacted] new print job.

If you need watermarks [redacted] your document, the 860 gives you the option of printing watermarks on all pages or only on the first page of [redacted] document. I did run into problems, however, when I tried printing ten copies of a document with a watermark on the first page. Only the first page of the first copy had the watermark. For now, the solution [redacted] to print each copy separately.

Since the 860 prints face, the default setting places page one on the bottom. It is easy to change the settings to reverse printing so that your documents come out in the correct order, but the entire document must first be spooled to disk before printing starts. Not a big deal, but it does add a little extra time. (NEC Technologies, Inc., 1414 Massachusetts Ave., Boxborough, MA 01719-2298, 1-800-632-4636, URL: *http://www.nec.com*)

PDA Software Review

Intellisync for the HP 200LX Palmtop PC

Manufactured By: Puma Technologies
List Price: $69.95
Review By: Matthew Leeds

The hottest thing in personal digital assistants (PDAs) [redacted] [redacted] synchronization—moving data between a PDA and desktop computer and reconciling differences in the data between the [redacted] sys[redacted]. IntelliSync brings this capability [redacted] the HP 200LX, one [redacted] the oldest but [redacted] popular PDAs.

There are many elements to data synchronization: [redacted] transport, conflict resolution, data conversion, and support for [redacted] variety [redacted] target applications. IntelliSync addresses [redacted] [redacted] these, and does [redacted] in a sophisticated manner. For example, many applications may [redacted] different names for the same piece of data. Do you call the main switchboard number for [redacted] business the primary number, the main number, the preferred number, etc. IntelliSync lets you see the exact names used for each field in both your target application and the source application, and set up the exact field mapping you desire. It also knows a great deal about all of the applications it supports, and [redacted] make accurate guesses as to how to parse out data correctly. Does an application store an address with the city, state, and zip code in a single field? It can separate them out and map them to separate fields. Does a calendar application store [redacted] repeating event as a separate series of events or as a single repeating event? It [redacted] handle the conversion to/from either style.

IntelliSync support full data synchronization to over [redacted] half dozen target applications, and will import and export data to over another half dozen applications. It will also import data to an HP 200LX from the HP OmniGo, Casio BOSS, Psion Series 3 and 3a, and the Sharp Wizard and Zaurus. The package includes [redacted] serial cable for the HP 200LX and runs under all versions of Windows. This is the program to get if you need to keep your HP 200LX in sync with your desktop system. (Puma Technologies, Inc., PO Box 309, Woodstock, IL 60098. 1-800-240-7869. URL: *http://www.pumatech.com/*)

Networking Software Review

EtherPeek for Windows

Published By: AG Group
List Price: $995
Review By: Matthew Leeds

The AG Group has long owned the Macintosh protocol analyzer market with EtherPeek, one of the best protocol analyzers on any platform. When they announced plans to port EtherPeek to Windows, my colleagues and I believed that they would quickly own a significant portion of that market as well. While that may eventually come to pass, the initial release of EtherPeek for Windows will have a more modest impact.

Protocol analyzers are tricky beasts. They capture packets off the network, and present their contents in a form more intelligible to you and I. Just how intelligible depends on how much you know about Ethernet networks. The more analysis and diagnostic features in a protocol analyzer, the easier they [redacted] for the lesser experienced to use. The latest version of EtherPeek on the Macintosh is a model for its type, this Windows release doesn't match up to the Macintosh version. To their credit, the AG Group admits this, and plans a series of upgrades to eventually bring both versions to feature parity

EtherPeek for Windows captures packets, decodes protocols, provides some charting of traffic, has configurable filters and triggers, lets you follow [redacted] single 'conversation' thread through a capture session, does name resolution for TCP/IP, and handles [redacted] impressive array of protocols. It supports 100 Base-T Fast Ethernet decodes (good luck getting all the packets on the wire), and [redacted] reported to work with any Ethernet card that supports NDIS 3 and promiscuous mode. It will work without disrupting your existing connection to the network, and is a breeze to install and operate (not true with many other Windows and DOS protocol analyzers).

What's missing in this release includes HTML traffic stats, plug-ins, threshold alerts (and paging notification), errored packet captures, column layout controls, and sorting of stats. There is also no name resolution for Netware clients and no filters for NetBIOS or NetBEUI protocols. This limits its usefulness on NT- and Netware-based networks.

The AG Group does have [redacted] generous policy for upgrades, and also offers many add-ins and patches at their Web site. Both versions of EtherPeek share the same capture format (capture on one system, decode on the other, or vice versa). If you don't yet own a Windows-based protocol analyzer, and [redacted] willing [redacted] grow with a product, this may be the right choice for you. Once version 2.0 ships, the AG Group may just eat the other guys for lunch. (AG Group, 2540 Camino Diablo, Ste. 202, Walnut Creek, CA 94596. 510/937-7900)

Graphics Software Review

Intellihance v2

Published By: Extensis Corp.
List Price: $149 (Macintosh), $99.95 (Windows)
Review By: Matthew Leeds

Intellihance [redacted] [redacted] automated image enhance-

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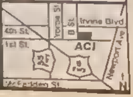
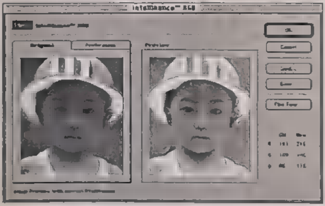


ment plug-in for Photoshop and Photoshop plug-in compatible applications. It automatically adjusts image contrast, brightness, saturation, sharpness, and despeckle in a single process. It calculates the optimal changes via an artificial intelligence engine and in [illegible] majority of cases requires [illegible] user intervention. The results are nothing short of astounding.

The Macintosh version works with Photoshop 2.5.1 and above under System 7.1 and above. The Windows version requires Photoshop 3.0.4 and above, and works with Win95 or Win 3.1 with Win32s. The Macintosh version also supports batch processing with Quick Keys and PhotoMatic, and Extensis has also included their freeware plug-in, PhotoNavigator, which creates a small, resizable floating palette that contains a thumbnail representation of an entire image.



You can navigate within the larger image by clicking in the thumbnail.

Intellihance has three user interfaces. The simplest is a button that applies the artificial intelligence engine to an image and makes [illegible] best-guess correction. In most [illegible] that's [illegible] you need. There is a preferences interface in which you [illegible] adjust the settings used in the automatic adjustment process. A third interface [illegible] used to fine-tune the adjustment process for a single image. It provides [illegible] side-by-side preview of the original [illegible] and the adjusted image, and lets you adjust the tonal ranges (black, mid, and white point), saturation, sharpness, and despeckle settings.

You can work in RGB, CMYK, and Grayscale modes. A professional [illegible] [illegible] CMYK color separation table [illegible] also provided. The preview mode includes [illegible] densitometer that gives you before and after pixel values.

Intellihance [illegible] the perfect solution for correcting off-color scans, and [illegible] works wonders at correcting PhotoCD images. It makes [illegible] tedious process much easier, and provides non-experts with a powerful tool for expert results. (Extensis Corp., 55 S.W. Yamhill St., 4th fl., Portland, OR 97204. 1-800-796-9798. Mark Law, 503/274-2020 ext. 135, *mlaw@extensis.com*, URL: *http://www.extensis.com*)

CD-ROM Review

Peterson Multimedia Guides North American Birds

Published By: Houghton Mifflin Interactive
List Price: $69.95
Review By: Ron Enderland

The world is made up of two types of people: birdwatchers, and the other guys. I, [illegible] a "recreational" birdwatcher (I seldom leave my backyard), am familiar with the wonderful *Roger Tory Peterson Field Guides*. They are simply the state of the art, as far as printed bird-identifying aids are concerned.

Reference works are being transformed into CD-ROMs at a dizzying rate. The results [illegible] decidedly uneven. Thus, it was with a bit of anxiety that I previewed this offering. Could it possibly live up to [illegible] printed namesake?

Well, I had nothing to worry about. *Peterson Multimedia Guides North American Birds* is [illegible] premier example of multimedia. It is well-organized, scientifically accurate, and has [illegible] nifty bonus that the book can't provide. Read on.

It is laid out in [illegible] easily understood manner. For example, among the choices that are available in the opening screen is "Visual Category Guide." Selecting this takes you to the familiar "silhouette" layout that is found in the *Field Guides*. Selecting [illegible] category of birds takes you to [illegible] detailed montage of family types, from which you may further narrow your search.

Also included is an electronic lifelist feature, [illegible] skillbuilder (two quizzes), "Peterson's Perspective" (a marvelous ten-minute movie of the late master himself), and, in this program's finest hour, bird calls!

Fine recordings of the bird's voices (assembled by Cornell University) are included. This alone makes this program an invaluable aid to both the serious birder and the backyard watcher like me.

Peterson Multimedia Guides North American Birds is simply a must-buy for bird lovers. (Houghton Mifflin Interactive, 120 Beacon St., Somerville, MA 02143. 617/503-4888. URL: *http://www.hminet.com*)

Game Review

Castle Infinity

Published By: Starwave Corp
List Price: $39.95
Recommended Ages: 6-12
Review By: Ron Enderland

So, what's [illegible] parent supposed to do? I mean, there's trash all over the television, Doom on the Internet, just what sort of nonviolent entertainment is there for young kids?

Well, this is where Castle Infinity offers [illegible] difference. The CD-ROM contains all the graphics and other paraphernalia needed, and sends your child to a Web site where the actual adventures take place. It is inoffensive, fun, challenging, well-monitored, and, in the words of my 9-year-old, "cool!"

Life in the Castle is governed by The Ten Rules, which include no swearing, no teasing or being mean, no hassling over race, religion, or the like, etc. It is well-policed by monitors, and I have [illegible] qualms about letting my kid spend hours there.

Your mission [illegible] [illegible] "smash monsters" through controlling a custom-designed avatar. The monsters are "blasted" in the tradition of cartoon characters, i.e. no blood or graphic violence. The baddies fight back, of course, and if you are unlucky enough to "buy the farm," you are sent to (gasp) your room! Of course, the Castle can [illegible] reentered at this point.

The game works well with a TCP/IP connection, as well as Internet access through providers like America Online. There is no modem speed listed in the minimum requirements, but, [illegible] expected, it will run much smoother on a 33.6Kbps modem than an older 14.4 modem.

The $39.95 price includes the CD-ROM as well [illegible] [illegible] lifetime membership. The Web site [illegible] quite elaborate, and (like all Web sites) is being constantly improved. This makes the game a great value, [illegible] well as superior to static programs that are quickly mastered by obsessive kids. (Starwave Corp., 13810 SE Eastgate Way, Bellevue, WA 98005. 206/957-2000. URL: *http://www.castleinfinity.com/*)

continued on page 208

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MULTIMEDIA 101

In This Section:

- **Multimedia 101**
  Not Quite All About EVE
  Peter Gabriel—King Of All Multimedia!
  By Jonathan E. 186
- **Olympus SYS.230: Memory Made Thin**
  Also: Shockwave Resources
  By Tony Reveaux....................................194

Not Quite All About EVE

Peter Gabriel—King Of All Multimedia!

BY JONATHAN E.

"One of the least compromising figures working in rock music, always seeking to widen frontiers of sound and visuals. Gabriel's finest moment may well lie in the future."

—*The Harmony Illustrated Encyclopedia of Rock*, published all the way back in 1982.

• • • • •

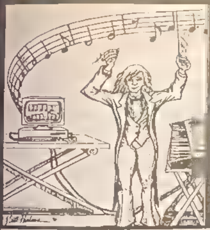
And so it has come to pass. *EVE*, Peter Gabriel's new CD-ROM, is a magnificent achievement, a striking and impressive development from both his own previous work and the musically-oriented CD-ROMs so far seen from others toiling in the same field. If more CD-ROMs of such quality were to appear, *EVE* could play the lead in inspiring a resurrection of the moribund CD-ROM market. Perhaps the market [illegible] to [illegible]. Perhaps *EVE* only heralds the second coming (or is it the third or fourth?) of Gabriel. Such projects are not easily realized. Gabriel himself spent two years and reportedly $2 million on *EVE*. It was money and time well spent; if it's not his finest moment, that moment is still in the future.

And Peter Gabriel has already had a number of fine moments.

I actually met Gabriel a couple of times near the beginning of his career. It was the winter of 1970/71. Genesis had evolved into Gabriel's first professional band out of the short-lived Garden Wall, formed by Gabriel along with Tony Banks and Chris Stewart at the Charterhouse public school (that's a well-known private school to you Americans). My technical college's student entertainment committee, of which I was a member, booked Genesis for a couple of shows. We made a load of money on the first one, which was sort of unusual, and decided to set the ticket prices very low for the second one so we then lost all the money (which we couldn't keep anyway).

Even then Genesis had a reputation for theatrical shows, but what I remember is that Peter spent most of his off-stage time at one of those shows talking with and comforting an emotionally [illegible] friend of mine, who was also undoubtedly far more than halfway out of his head on whatever psychedelics were around at the time. In my naive eyes Gabriel was already quite a rock star—the second Genesis album, *Trespass*, had

A magic mushroom makes a lot of Peters sprout, all with baggage, some with nothing to declare



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> If more CD-ROMs of such quality were to appear, *EVE* could play the lead in inspiring a resurrection of the moribund CD-ROM market.

just been released—but he was still a regular nice guy, nice enough to do what he could to help out somebody in distress.

Since then, of course, Gabriel's stardom has increased by many orders of magnitude; I only see him at a distance at crowded press conferences or packed Macworld keynotes, yet he has managed to retain that nice-guy aura. There's [illegible] feeling he projects of thoughtfulness and consideration, an unassuming humaneness despite the pressures of his elevated stature; it's a feeling that comes through even [illegible] his CD-ROMs.

Ironically, I've never cared much for his music, neither his own solo work nor the earlier stuff with Genesis. However, he has been a constant leader [illegible] expanding the boundaries of rock music with the theatrics of his '70s stage performances and his early development of song-based videos—the things that used to be called multimedia.

Beyond that, Gabriel has been immensely influential in the world music field, both by incorporating musical elements from other cultures into his [illegible] music and, more importantly I think, by working with artists from other cultures and making a space for their music to be heard in the West. He was an early supporter of WOMAD, A World of Music, Arts and Dance, an organization that began exposing music and culture from around the world with festivals and recordings in the early '80s. Not only did he contribute some of his own recordings [illegible] WOMAD releases to spice up their marketing, he also reformed Genesis for a special benefit concert to recoup disastrous losses from [illegible] early WOMAD festival. Rumor had it that Gabriel himself was committed enough [illegible] be close to personal bankruptcy through his sponsorship of the organization. One of WOMAD's early projects was a series of "Talking Books," vinyl albums (yep, it was that long ago) of music from various countries and continents, accompanied by plenteous printed material describing the instruments and background of the music; obviously another early attempt at producing a form of multimedia with educational attributes.

WOMAD survived its trials and went on to become a thriving organization that presents festivals of very diverse music around the world with events in Japan, Austria, England, Bali, New Zealand and several points in between. Recently, WOMAD launched a new line of CD releases, WOMAD Select, culled from live studio performances of artists recorded at the Real World studios. (If you checked out Peter Gabriel's first CD-ROM, *Xplora 1*, you'll remember the tour of the Real World studios with interviews with some of the people who work with Gabriel.) Prior to this, in 1989, Gabriel in association with WOMAD founded Real World Records, [illegible] label that today has grown to become almost certainly the world's leading issuer of world music with near seventy releases covering a huge range of music, both traditional and modern, both relatively unsullied by outside influence and bastardized to the extreme by technology and cultural cross-fertilization. It's quite an awe-inspiring catalog—and, amongst his other hats, Gabriel is the label's head of A&R; nothing is released without his input.

And then, of course, there was *Xplora 1*, without doubt an impressive, even if somewhat limited, early CD-ROM.

BUT WHAT ABOUT EVE?

EVE, or Evolutionary Virtual Environment, is a grand, you might even say sprawling, allegorical work about the human condition. It calls itself a game—and, in the sense that it encourages a certain amount of playfulness, that's accurate enough—but it has qualities that make it much deeper than what we usually think of as a game. It would not be going too far to say that, although it has obvious antecedents in several other CD-ROM titles, it deserves its own new genre since it crosses enough boundaries to not fit comfortably within any existing category. Leaving aside this intellectual issue, one thing is immediately obvious when you get it up on your screen—*EVE* is absolutely fabulously gorgeous to look at!

The structural outline of *EVE* is actually pretty simple. You must traverse through several worlds, each of which features the artwork of a contemporary visual artist along with a Peter Gabriel song, uncovering bits of art and samples of music, listening to experts and ordinary people talk about the theme of that particular world, or human sexual relationships in general, until you get to the end, which is hopefully Paradise but may not be.

Once you've found the pieces you need, each world contains a gallery of the artist's work and an interactive version of the song. The allegorical trail through the worlds is [illegible] slightly muddled concoction of our own human evolution from big bang in the Garden of Eden and the separation of Adam from Eve (actually she appears to leave him, unsatisfied with his sexual performance) through crawling out of the mud onto land that becomes a pleasant pastoral garden and then an industrial wasteland followed either by Ruin (you/we lose) or, with the reunion of Adam and Eve, a return to Paradise. Just the usual cosmological and historical look at where we've been, where we are, and what might be coming up.

Yes, [illegible] sounds as though the danger is that *EVE* might be unbearably trite, dealing with big themes on the smallest screen and reducing serious choices to a series of mouse clicks. And, in all honesty, given the time I had to examine *EVE* (about ten hours—none of those twenty-minute quickie demos for me), I could not swear to you that it goes beyond common sense [illegible] its philosophical ramifications. However, its aesthetic sensibilities, together with its technical abilities, make this a CD-ROM that is at least worth exploring to discover just what its and its creators' philosophical leanings are; anyway, [illegible] sense alone is a pretty valuable and not-so common commodity in this day and age.

The world of Mud features the music of "Come Talk To Me" along with the extraordinary art of Yayoi Kusama. The pastoral Garden world is centered around "Shaking The Tree" and Helen Chadwick's rather dramatic presentations of natural objects. Cathy de Montchaux's more industrial artifacts [illegible] to be found in the world of Profit along with "In Your Eyes," while "Passion" and Nils-Udo's intricate creations await you in Paradise if you ever get there. I'm not going [illegible] describe the art except to say that it's well worth seeing both on its own terrain and in the environment that Gabriel and his team have inserted it into. There is abundant imagination at work/play here; the interactive treatments of the graphics that respond visually and audibly [illegible] mouse movement are truly signposts to the future.

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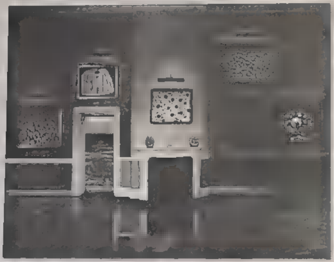
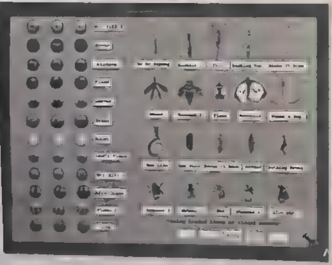
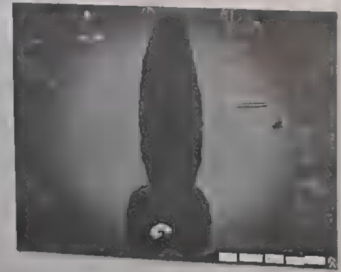
MULTIMEDIA 101 *continued*

Each world—well, actually most of the CD-ROM—is centered around one large landscape that you can pan around in through 360 degrees or tilt up and down in a fairly amazing technical fashion. From that one landscape, you pop into screens with various puzzles, and then into others, and when you've done enough you arrive back in the main landscape. What's astounding about this [illegible] the way the landscape changes first from [illegible] muddy, almost featureless plain to a bucolic place of peace and charm to a most unsettling dump of industrial detritus. It's not done in huge leaps, but in small, subtle changes, as you return again and again, [illegible] few plants grow here, a new building stands there, a mystical stone is erected (a new portal to another screen), a waterway is channeled, another new building (which is, of course, also [illegible] portal) appears on the horizon. It's a powerful effect.







Top to bottom: The gallery of Yayoi Kusama's art is a welcome refuge from [illegible] World of Mud; Shaking The Tree, interactive stylee with [illegible] arranged art of Helen Chadwick; Shaking The Tree, interactive video stylee with the rearranged [illegible] of Helen Chadwick.

BUT WHAT'S WRONG WITH EVE?

EVE is, however, still only a CD-ROM, and as such not perfect. Some of these imperfections, I'm becoming to believe, are inherently generic to media that rely on a mouse for your interaction, while many others are also related to the mouse but in particular to *EVE*. *EVE*'s overall interactive design has some innovative features—the cursor in particular, does some interesting tricks—but some elements could [illegible] further tweaking.

In two ways, *EVE* is all about time. On the larger scale, it's about the time that we have as a species to evolve and perhaps survive. On the smaller scale, it's going to consume a lot of your time if you get into it. From one angle, this [illegible] excellent value for money; from another, it's damn frustrating. *EVE*'s press release trumpets, "For the first time ever it can be said that technology has been eclipsed by emotional content." Leaving aside the fact that there are literally tens of thousands of books, films and musical recordings that have relied upon technology of one sort or another, yet have had profound emotional content transcending their medium. *EVE*'s problem is that much of the time you're intent on solving a puzzle that [illegible] nothing to do with the emotional content of the overall work, but is based on use of the technology.

Many of these puzzles are basically trivial, relying on mousing around and blind luck or faith on whether you're clicking on the right thing. Too often the hot spots are [illegible] small to find by mousing at random, and many are also inadequately visually cued. Sometimes, you have to click and hold for a longish period of time, [illegible] couple of seconds; sometimes, you have to click-and-drag; sometimes, you just have to rollover. There's [illegible] real consistency to the required techniques for similar tasks. On one screen you have [illegible] click-and-drag garden gnomes to smash them against a rock three times, while on another you have to pick up a sledgehammer that becomes your cursor to use with simple clicks to smash garden statues. On most screens, you get two or three tries to solve the puzzle before an ominous tone tells you your time's up and you must move on to another puzzle before returning to complete your task. After a while I felt like a rat in a maze being poked and prodded and sent on my way by a sadistic team of lab scientists.

The world of *EVE* definitely operates at random, which may be a valid philosophical allegory but ultimately works against the overall message. My interest in the content began fading before I could get to it all and I began making liberal use [illegible] the hints. True, this was partially because I needed to get around the game to see enough to write a reasonably accurate account of it—but my interest was fading anyway. Fading interest is obviously a problem that can occur in any medium but it becomes particularly acute [illegible] interactive media that relies on puzzle-solving for so much of its interactivity.

Portals between the various screens themselves and the main landscape are tricky to figure out and, in some cases I would think close to impossible to discover. Even after using the saved completed game provided to reviewers I found the architectural structure confusing.

EVE's thematic experts utter one phrase or soundbite per click, a technique that I find generally rather irritating. Why assume that our attention spans are so short? With due respect most of their utterances are not so profound

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In two ways, *EVE* is all about time. On the larger scale, it's about the time that we have as a species to evolve and perhaps survive. On the smaller scale, it's going to consume a lot of your time if you get into it. From one angle, this is excellent value for money; from another, it's damn frustrating.

that they require extended periods of contemplation to comprehend. In general, I am not fond of techniques that increase one's need to click for no good reason.

The IMX—Musical Toys (Interactive Musical Xperiences) look and sound great. Functionally, they contain various elements that we've already seen and heard on either Marc Canter's MediaBand, Interactive Audio's CD-ROMs, OM's *Mushroom Jazz*, or C. Todd Robbins' *Sound Toys*. I think that the ability to overdub is the only feature that isn't present in one form or another [illegible] at least one of those titles. *EVE*'s implementation and combination, however, [illegible] very good and more elaborate than on any single one of those previous titles.

The problem, however, is that although some time ago I thought *EVE*'s set of features would make [illegible] great interactive music treatment, the actual manifestation proves not to be very satisfying. Setting up loops to run and clicking on graphics to trigger other sounds just isn't enough, even with the new bell and whistle of overdubbing. Sure, it's fun for a few minutes but I can't kid myself that I'm really creating anything. The video mixing screen consistently crashed my Power Mac 6100/60 within a short period of time, although it worked fine on [illegible] Power Mac 8100. The sound quality is really excellent.

THE FINAL WORD

EVE just won the Milia D'Or award for originality, creativity, and overall outstanding multimedia achievement in 1996/97. It is considered [illegible] be literally the best there is, and even with my comments above, there is no CD-ROM I'd recommend in its place. If you want to see, hear, and feel the state of the [illegible] today, *EVE* is the title to check. Maybe you'll [illegible] regain Paradise. ■

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Real World also publishes *Real World Notes*, a biannual news magazine that often includes a sampler CD with [illegible] multimedia track along with a special section on Peter Gabriel's activities. Subscriptions [illegible] 18 English pounds a year from Real [illegible] Notes, P.O. Box 35, Corsham, Wilshire, UK SN13 8SZ.

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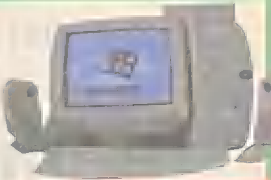

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Capacities of hard disks have soared while prices have plummeted, and now there's more good news: affordable rewritable optical memory

After the first rush for back-ordered Zip and Jaz systems, the Olympus SYS.230 for Mac and for PC represents the third generation of internal and portable drives for removable optical disks. Priced at a suggested retail of $319 for internal and external versions, its 230MB capacity and [illegible] pricing fit neatly between the Zip 100MB and the Jaz 1.06GB drives.

With a style statement somewhere between a brick and a black Porsche, the smooth 8" x 6" x 2" external drive weighs [illegible] than two pounds, and [illegible] easily [illegible] slipped [illegible] a briefcase. It [illegible] comes packaged complete with a SCSI cable and a small plastic [illegible] [illegible] [illegible] stationing the unit vertically [illegible] the desktop

The SYS.230 has [illegible] helpful features for demystifying your SCSI setup: the simple on/off switch for its built-in active termination; an amber LED [illegible] the back of the unit which, when lit, confirms that you are indeed connecting; the easily visible and adjustable SCSI ID address selector switch; and the SYS.Works software utility which can confirm SCSI ID assignments. SYS.Works also [illegible] as a hard disk formatting utility, allowing you to partition your removable media and write-protect selected partitions.

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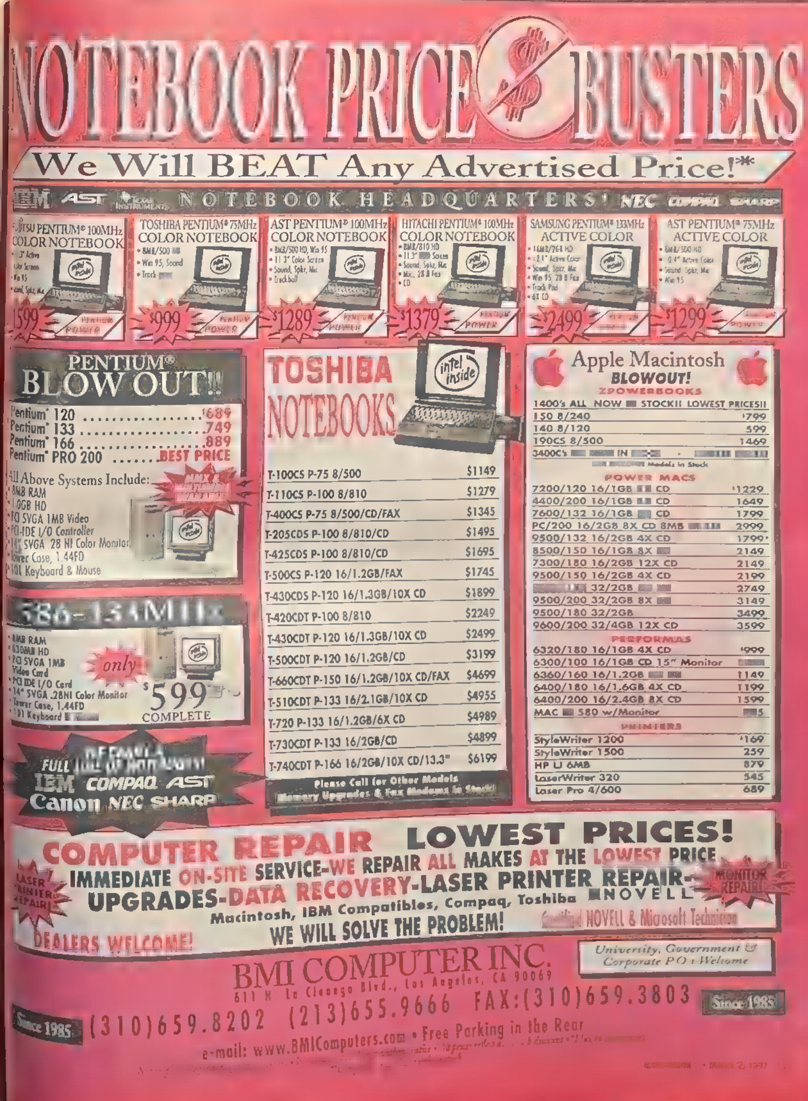

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This system flies—a 17 millisecond seek time with up to 2.4MB/second transfer rate, which punches it up slightly faster than a Zip. The drive spins at an effective speed of 4500 RPM. It boasts a new Super Fine Positioning technology which reduces size and increases efficiency.

All this provides the speed and throughput of a hard disk. Thus, you can store different heavyweight applications such as Macromedia Director [redacted] Adobe Premiere on individual disks without sacrificing performance. The disk will still have enough room for many or all of the associated utilities, plug-ins and files.

The lightness and portability of the SYS.230 system opens up many possibilities—the ability to bring large graphics files to a service bureau, or to be prepared for a lecture [redacted] demonstration at a location which may not provide an installed magneto-optical drive. With a digital camera and laptop, you can download large quantities of images in the field, far more than the storage capacity of the camera allows.

SHOCKING NEWS

Quick—what was that spritely animation that just raced across your Web page? Congratulations, you've just been "shocked!"

Created with Macromedia Director for Macintosh [redacted] Windows. Shockwave movies [redacted] based [redacted] a multi-purpose technology that supports multiple and linked media types and formats. Like Java, [redacted] "author [redacted], play anywhere." Shockwave [redacted] born to be Web whizzers.

Shocking the Web: Macintosh Edition by Cathy Clark, Lee Swearingen and David [redacted]. Anderson (Macromedia Press, 447 [redacted] + CD-ROM, $44.95) lives up to its promise for "...everything you need to create interactive media using Macromedia for Director" and reminds us that you need to be comfortable with Director and Lingo to ever hope to become a Shockmeister.

Each topic is introduced with [redacted] Lingo level of difficulty. The authors introduce the landscape of the Web and the steps to designing and building Shockwave movies. Outstanding [redacted] the series of [redacted] studies with sources on the CD-ROM. As [redacted] many multimedia books have CD-ROMs, now they are also including Web sites that keep you updated and uplinked.

continued on page [redacted]

> **All this provides the speed and throughput of a hard disk. Thus, you can store *different heavyweight* applications such as Macromedia Director [redacted] Adobe Premiere on individual disks *without* sacrificing performance.**

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Calendar Of Events

Conferences, Shows, Special Events

April

April 5 Computer Fair. Sherman Square Entertainment Center, Reseda. National Productions. Contact: 1-800-800-5600.

April 5–10 NAB MultiMedia World. Las Vegas, NV. Contact: (202)775-4970, or URL: *http://www.nab.org/conventions/* .

April 5–6 Computer Super Shows. San Bernardino Nat'l/Orange Show Fairgrounds. Super Show Productions. Contact: (714)459-6105.

April [illegible] Computer Fair. Sequoia Conference Center, Buena Park. National Productions. Contact: 1-800-800-5600.

April 8–10 EMA '97. Philadelphia, PA. Electronic Messaging Association. Contact: (703)524-5550, *meet@ema.org* , or URL: *http://www.ema.org* .

April 8–10 American Programmer Summit '97. Boston, MA. Contact: 1-800-964-8702, *lovering@cutter.com* , or URL: *http://www.cutter.com/itgroup/* .

April 9–11 Folio:West. Los Angeles. Contact: (310)318-9697.

April 12 Computer Super Shows. The Chatsworth Marketplace. Super Show Productions. Contact: (714)459-6105.

April 12–13 Computer Fair. Boulder Sahara Swap Meet, Las Vegas. National Productions. Contact: 1-800-800-5600.

April 19–20 Computer Fair. Fairplex Expo Center, Pomona. National Productions. Contact: 1-800-800-5600.

April 19–20 Computer Super Shows. Glendale Civic Auditorium. Super Show Productions. Contact: (714)459-6105.

April 21–25 Seybold Seminars New York. New York, NY. Contact: 1-888-800-8922, or URL: *http://www.seyboldseminars.com* .

APRIL 19—20

Computer Fair

(Formerly Computer Marketplace)

POMONA

Produced by National Productions, Inc., for over thirteen years, Computer Fair covers 100,000 square feet with over 300 exhibits featuring multimedia systems, notebook computers, software titles, modems, and other peripherals at discount pricing. Open 10–5 pm, admission $8. For more information, call 1-800-800-5600, or URL: *http://www.acomputerfair.com* .

APRIL 30—MAY 2

Infobase '97

SAN DIEGO

If you publish commercial infobase titles on CD-ROM or via the Internet, or use Folio products in your company and/or training, Infobase '97 is the place to be. At Infobase '97 you will find in-depth coverage of Folio products, learn how Folio products can help you build and maintain your corporate intranet, unlock new revenue opportunities publishing via the Internet, share ideas with fellow infobase experts, network with infobase customers, publishers, and partners, and help influence the future direction of Folio products and services. For more information, call 1-800-228-1091.

April 26–27 Computer Super Shows. Orange County Fairgrounds. Super Show Productions. Contact: (714)459-6105.

April 27–30 Internet Showcase. San Diego. Upside Magazine. Contact: 1-888-33-UPSIDE, or URL: *http://www.internetshowcase.com* .

April 30–May [illegible] Infobase '97. San Diego. Folio. Contact: 1-800-228-1091, or URL: *http://www.folio.com* .

May

May 3 Computer Fair. Sherman Square Entertainment Center, Reseda. National Productions. Contact: 1-800-800-5600.

May 3–4 Computer Super Shows. San Bernardino Nat'l/Orange Show Fairgrounds. Super Show Productions. Contact: (714)459-6105.

May 4 Computer Fair. Sequoia Conference Center, Buena Park. National Productions. Contact: 1-800-800-5600.

May 4–7 Technical Association of the Graphic Arts (TAGA) '97. Quebec City, Quebec, Canada. Contact: (716)475-7470.

May 6–8 On Demand Digital Printing and Publishing Conference. New York. Contact: (203)256-4700, ext. 119 or URL: *http://www.expocon.com* .

May 10 Computer Super Shows. The Chatsworth Marketplace. Super Show Productions. Contact: (714)459-6105.

May 12–16 IFIP/IEEE International Symposium [illegible] Integrated Network Management '97 (IM '97). San Diego. Contact: Andrea Erickson, (301)913-9338, ext. 341, *aerickson@conference.com* , or URL: *http://www.ieee.org/comsoc/IM* .

May 16–18 MacFair L.A. Burbank. LAMG. Contact: (310)319-1824, [illegible] *macfair@lamg.com* .

May 17–18 Computer Fair. Fairplex Expo Center, Pomona. National Productions. Contact: 1-800-800-5600.

May 17–18 The First Annual Southwest Regional FoxPro Spring Conference. Los Angeles. Contact: 1-800-499-6237, *brlee@mesllc.com* , [illegible] URL: *http://www.mesllc.com* .

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April 5 Saturday **RESEDA** Sherman Square Entertainment Center
From the 101 Freeway take the Reseda offramp, go north to Sherman Way and turn right. Go one block to Canby Street. 18430 Sherman Way.

April 6 Sunday **BUENA PARK** Sequoia Conference Center
Take the Beach Blvd. exit off the 91 Freeway. Go [redacted] block north to [redacted] Orangethorpe

Live
KFI 640AM, KZLA 93.9FM
KAZN 1300AM, Y-107 FM

April 19-20 Sat. & Sun. **POMONA** Fairplex Expo Complex (LA Fairgrounds)
Exit Highway 10 at Fairplex Drive. Go north to McKinley Avenue, turn right. Turn left on White Avenue to Gate 14.

Live Broadcast
KFI 640AM
9AM-12PM

May 3 Saturday **RESEDA** Sherman Square Entertainment Center

May 4 Sunday **BUENA PARK** Sequoia Conference Center

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Congratulations to Edie Aurell, Gary de [redacted] Rosa, and Patt Caldwell, recent [redacted] of free passes to Computer Fair who joined our mailing list at our [redacted] site!

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Calendar Of Events *continued...*

May 17–18 Computer Super Shows. Glendale Civic Auditorium. Super Show Productions. Contact: (714)459-6105.

May 18 ACP Computer Swap Meet. Santa Ana. ACP Superstore. Contact: (714)558-8813.

May 19–21 SCRUG–Southern California Regional Users Group Annual Conference: Internet/Intranet, Microsoft and Netscape. Long Beach. Contact: Erin Hemenway, (310)820-6908, or *scrug@fdf.com* .

May 31 Computer Fair. Sherman Square Entertainment Center, Reseda. National Productions. Contact: 1-800-800-5600.

May 31–June 1 Computer Super Shows. Orange County Fairgrounds. Super Show Productions. Contact: (714)459-6105.

June

June 1 Computer Fair. Sequoia Conference Center, Buena Park. National Productions. Contact: 1-800-800-5600.

June 1–5 1997 ICA Annual SuperConference. New Orleans, LA. Contact: 1-800-422-4636, ext. 138.

June 8–12 International Conference on Communications (ICC) '97. Montréal, Québec. Contact: (905)615-6660, or *johnst@stentor.ca* .

June 14 Computer Fair. Earl Warren Showgrounds, Santa Barbara. National Productions. Contact: 1-800-800-5600.

June 19–21 Electronic Entertainment Expo (E3). Atlanta, GA. IDSA. Contact: 1-800-315-1133, or URL: *http://www.mha.com/e3/* .

June 21–22 Computer Fair. Boulder Sahara Swap Meet, Las Vegas. National Productions. Contact: 1-800-800-5600.

June 28–29 Computer Fair. Fairplex Expo Center, Pomona. National Productions. Contact: 1-800-800-5600.

June 30–July 2 Potlatch National Educational Computing Conference (NECC). Seattle, WA. Contact: 1-800-280-6218, *necc97@wce.wwu.edu* , or URL: *http://wce.wwu.edu/necc97* .

Classes, Seminars, Workshops

April

April 1–10 Quark XPress 3.3 on the Macintosh: Intermediate. Fullerton. Cal State Fullerton Extension. Contact: (714)773-2611.

April 1–June 17 Intermediate 3D Studio Max: Project Workshop. Universal City. UCLA Extension. Contact: (310)825-9064, or URL: *http://www.unex.ucla.edu* .

April 1–June [illegible] Using the Avid Media Composer: Workshop for Editors. Burbank. UCLA Extension. Contact: (310)825-9064, or URL: *http://www.unex.ucla.edu* .

April 1–June [illegible] Fundamentals Of Computer Modeling and Animation in 2-D and 3-D Space. Los Angeles. UCLA Extension. Contact: (310) 825-9064, or URL: *http://www.unex.ucla.edu* .

April 1–May 27 Developing and Managing a Successful Start-Up in the Multimedia Gold Rush. Los Angeles. UCLA Extension. Contact: (310)825-9064, or URL: *http://www.unex.ucla.edu* .

April 2–14 Intermediate Adobe Illustrator 6.0. Fullerton. Cal State Fullerton Extension. Contact: (714)773-2611.

April 2–4 Digital Video Technology. Los Angeles. UCLA Extension. Contact: (310)825-1047, *mhenness@unex.ucla.edu* .

April 2–4 Machine Translation. Los Angeles. UCLA Extension. Contact: (310)825-1047, *mhenness@unex.ucla.edu* , or URL: *http://www.unex.ucla.edu/short courses* .

April 2–June 18 The Making of A Video Game: The Marriage of Art and Technology. Los Angeles. UCLA Extension. Contact: (310)825-9064, or URL: *http://www.unex.ucla.edu* .

April 2–June 18 Producing An Interactive Media Project: The Concept Development Phase. Los Angeles. UCLA Extension. Contact: (310)825-9064, [illegible] URL: *http://www.unex.ucla.edu* .

April 2–June 18 Introduction to Character Animation Using Animation Master Version 4. Universal City. UCLA Extension. Contact: (310) 825-9064, or URL: *http://www.unex.ucla.edu* .

April 2–May [illegible] Fundamentals of 3D Studio Max: A Workshop. Universal City. UCLA Extension. Contact: (310)825-9064, or URL: *http://www.unex.ucla.edu* .

April 3–June 19 Fundamentals of Director: A Workshop. Universal City. UCLA Extension. Contact: (310)825-9064, [illegible] URL: *http://www.[illegible]la.edu* .

April 4–5 Hands-On Director. Santa Monica. LAMG. Contact: (310)319-1821.

April 5 World Wide Web: A Hands-On Introduction. Fullerton. Cal State Fullerton Extension. Contact: (714)773-2611.

April 5 Effectively Using the Internet. Whittier. Rio Hondo College I.B.I.D. Contact: (310)908-3426, or contact Bill Hunt [illegible] (818)288-0376, or *whunt@globalstrategies.com* .

April 5–May 17 Adobe Photoshop 3.0: Advanced. Fullerton. Cal State Fullerton Extension. Contact: (714)773-2611.

April 6 Internet Basics. Santa Monica. Virtual Emporium. Contact: (310)899-5070.

April 6, 9 Introduction to the Internet for Web Site Producers. Universal City. UCLA Extension. Contact: (310)825-9064, or URL: *http://www.unex.ucla.edu* .

April 8–June 10 Managing Interactive Multimedia Production from Concept to Publishing. Los Angeles. UCLA Extension. Contact: (310)825-9064, or URL: *http://www.unex.ucla.edu* .

April 8–June 17 Using the Lightworks: A Workshop of Assistants and Editors. Hollywood. UCLA Extension. Contact: (310)825-9064, or URL: *http://www.unex.ucla.edu*

April 8–May [illegible] Introduction to Creating Digital Effects: An Intensive Silicon Graphics Workshop. Hollywood. UCLA Extension. Contact: (310)825-9064, or URL: *http://www.unex.ucla.edu* .

April 12 Intro to FileMaker. Santa Monica. LAMG. Contact: (310)319-1821.

April 12 Intro to Bryce 2. Santa Monica. LAMG. Contact: (310)319-1821.

April 12–20 Introduction to 3-D Modeling, Rendering and Animation Using Software 3D. Hollywood. UCLA Extension. Contact: (310)825-9064, or URL: *http://www.unex.ucla.edu* .

April 13 Internet Basics. Santa Monica. Virtual Emporium. Contact: (310)899-5070.

April 13–20 Fundamentals of Web Site Production: A Workshop. Universal City. UCLA Extension. Contact: (310)825-9064, or URL: *http://www.unex.ucla.edu* .

April 15 Hands-On Intro to Quark. Santa Monica. LAMG. Contact: (310)319-1821.

April 15–18 Cellular, PCS, and Wireless Data Technology. Los Angeles. UCLA Extension. Contact: (310)825-1047, *mhenness@unex.ucla.edu* , or URL: *http://www.unex.ucla.edu/short courses* .

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FREE ADMISSION W/ FREE PARKING	Apr. 19 &20 Sat/Sun	**GLENDALE** 1401 [illegible] VERDUGO RD., GLENDALE (CROSS STREETS ARE MOUNTAIN ST. [illegible] VERDUGO ST.)	CIVIC AUDITORIUM
LOW $2.00 *ADMISSION w/ this ad W/ FREE PARKING	Apr. 26 & 27 Sat/Sun	**ORANGE COUNTY** 88 Fair Drive, Costa Mesa (Take 55Frwy to Del Mar Exit, Take Del Mar to Fair Drive & Turn Right)	ORANGE CNTY FAIRGROUNDS
LOW $2.00 *ADMISSION w/ this ad W/ FREE PARKING	May. 3 & 4 Sat/Sun	**SAN BERNARDINO** 889 SOUTH 'E' STREET, SAN BERNA[illegible] (ENTER THROUGH GATE 4 ON MILL STREET)	ORANGE SHOW FAIRGROUNDS
FREE ADMISSION W/ FREE PARKING	May. 10th Saturday	**CHATSWORTH** THE CHATSWORTH MARKETPLACE., 20914 NORDHOFF ST. (CORNER OF NORDHOFF & dEsOTO · DIRECTIONS 818-709-5454)	THE MARKETPLACE IN CHATSWORTH

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APR. 5-6
SAT [illegible] SUN 10-5PM
LAS VEGAS: Cashman Field
850 LAS VEGAS BLVD., NORTH, LAS VEGAS

APR. 12-13
SAT & SUN 10-5PM
CAL. STATE, NORTHRIDGE
18111 NORDHOFF STREET, (AT STUDENT UNION)

$3 ADM → **APR. 26**
SATURDAY 10-5PM
CAL. STATE, FULLERTON
800 [illegible]. STATE COLLEGE BLVD., FULLERTON (University Center)

APR. 27
SUNDAY 10-5PM
SANTA CLARITA: Masters College
21726 PLACERITA CANYON RD., SANTA CLARITA
(San Fernando Road turn into 13th Street to Placerita Canyon Rd. at the Gym)

MAY 3-4
SAT & SUN 10-5PM
CAL. STATE, NORTHRIDGE
18111 NORDHOFF STREET, (AT STUDENT UNION)

MAY 10
SATURDAY 10-5PM
SANTA CLARITA: Masters College

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FREE PARKING
(AT MOST VENUES)

Calendar Of Events

continued from page 200

April 15–18 Network and Computer Security: Principles and Applications. Los Angeles. UCLA Extension. Contact: (310)825-1047, *mhenness @unex.ucla.edu* , or URL: *http://www.unex. ucla.edu/short courses* .

April 15–29 QuarkXPress 3.3 on the Macintosh: Advanced. Fullerton. Cal State Fullerton Extension. Contact: (714)773-2611.

April 16 Before You Buy a Mac. Santa Monica. LAMG. Contact: (310)319-1821.

April 16–30 Advanced Adobe Illustrator 6.0. Fullerton. Cal State Fullerton Extension. Contact: (714)773-2611.

April 16–May 21 Advanced C++ Programming. Fullerton. Cal State Fullerton Extension. Contact: (714)773-2611.

April 17 Getting Started on the Internet. Santa Monica. LAMG. Contact: (310)319-1821.

April 18, 25 Creating A Web Site–The Basics. Whittier. Rio Hondo College I.B.I.D. Contact: (310)908-3426, or contact Bill Hunt at (818)288-0376, or *whunt@globalstrategies.com* .

April 19 Building Your Online Business Strategy. Los Angeles. California State University at Northridge Extension. Contact: (818)677-CSUN.

April 19 Careers In Multimedia. Santa Monica. LAMG. Contact: (310)319-1821.

April 19 How to Make Your Own Web Pages. Santa Monica. LAMG. Contact: (310)319-1821.

April 19 Hands-On Beginning Mac. Santa Monica. LAMG. Contact: (310)319-1821.

April 20 Internet Basics. Santa Monica. Virtual Emporium. Contact: (310)899-5070.

April 22 Hands-On Intermediate Quark. Santa Monica. LAMG. Contact: (310)319-1821.

April 22, 29 Doing Business on the Internet. Whittier. Rio Hondo College I.B.I.D. Contact: (310)908-3426, or contact Bill Hunt at (818)288-0376, or *whunt@globalstrategies.com* .

April 22–May 20 Negotiating Business and Legal Points in Interactive Media Deals. Los Angeles. UCLA Extension. Contact: (310)825-9064, or URL: *http://www.unex.ucla.edu* .

April 23 Hands-On Advanced Beginning Mac. Santa Monica. LAMG. Contact: (310)319-1821.

April 23–25 Turbo Codes: Principles and Applications. Los Angeles. UCLA Extension. Contact: (310)825-1047, *mhenness@unex ucla.edu* , or URL: *http://www.unex.ucla. edu/short courses*

April 25–26 Hands-On Intro to Photoshop. Santa Monica. LAMG. Contact: (310)319-1821.

April 26–May 17 Microsoft Access Part 2. Fullerton. Cal State Fullerton Extension. Contact: (714)773-2611.

April 26–May 17 Microsoft PowerPoint. Fullerton. Cal State Fullerton Extension. Contact: (714)773-2611.

April 26–May 17 Microsoft Windows 95. Fullerton. Cal State Fullerton Extension. Contact: (714)773-2611.

April 26–May 17 Creating Your Home Page for the World Wide Web. Fullerton. Cal State Fullerton Extension. Contact: (714)773-2611.

April 26–May 10 Microsoft Word 7.0 for Windows 95. Whittier. Rio Hondo College I.B.I.D. Contact: (310)908-3426, or contact Bill Hunt at (818)288-0376, or *whunt@globalstrategies.com* .

April 26–May 4 2-D Paint and Imaging Techniques Using the Parallax Matador. Hollywood. UCLA Extension. Contact: (310)825-9064, or URL: *http://www.unex.ucla.edu* .

April 27 Internet Basics. Santa Monica. Virtual Emporium. Contact: (310)899-5070.

April 27–May 11 Intermediate Web Site Production: Project Workshop. Universal City. UCLA Extension. Contact: (310)825-9064, or URL: *http://www.unex.ucla.edu* .

April 30–May 1 Hands-On Inter-Adv. Photoshop. Santa Monica. LAMG. Contact: (310)319-1821.

May

May 2–4 Using the Avid Media Composer: Intensive Weekend Workshop for Editors. Santa Monica. UCLA Extension. Contact: (310)825-9064, or URL: *http://www.unex.ucla.edu* .

May 3 Digital Backlot: An Introduction to Digital Image Creation for Film and Television. West Hollywood. UCLA Extension. Contact: (310)825-9064, or URL: *http://www.unex. ucla.edu* .

May 5, 12 Preparing Your Portfolio and Demo Reel: A Workshop for Digital Artists. Los Angeles. UCLA Extension. Contact: (310)825-9064, [illegible] URL: *http://www.unex.ucla.edu* .

May 6, 13 Enhancing Your Web Site–Advanced Techniques. Whittier. Rio Hondo College I.B.I.D. Contact: (310)908-3426, or contact Bill Hunt [illegible] (818)288-0376, or *whunt@globalstrategies.com* .

May 7–9 User-Centered Prototyping: Process and Product. Los Angeles. UCLA Extension. Contact: (310)825-1047, *mhenness@unex. ucla.edu* , or URL: *http://www.unex.ucla.edu/ short courses* .

May 10 Designing Visual Interfaces. Los Angeles. UCLA Extension. Contact: (310)825-1047, *mhenness@unex.ucla.edu* , or URL: *http:// www.unex.ucla.edu/short courses* .

May 10, 17 Windows 95–An Introduction. Whittier. Rio Hondo College I.B.I.D. Contact (310)908-3426, or contact Bill Hunt at (818)288-0376, or *whunt@globalstrategies.com* .

May 12–16 Communication Systems Using Digital Signal Processing. Los Angeles. UCLA Extension. Contact: (310)825-1047, *mhenness@ unex.ucla.edu* , or URL: *http://www.unex.ucla. edu/short courses* .

May 17 3D Studio IPAS Plug-Ins and Special Effects. Universal City. UCLA Extension. Contact: (310)825-9064, or URL: *http://www. unex.ucla.edu* .

May 17–18 2-D Imaging Special Effects Using Elastic Reality. Hollywood. UCLA Extension. Contact: (310)825-9064, or URL: *http://www. unex.ucla.edu* .

May 17–18 Wire Removal With Parallax Matador. Hollywood. UCLA Extension. Contact: (310)825-9064, or URL: *http://www.unex. ucla.edu* .

May 19–23 Telecommunications Networking: Local, Metropolitan and Wide-Area Networks. Los Angeles. UCLA Extension. Contact: (310)825-1047, *mhenness@unex. ucla.edu* , or URL: *http://www.unex.ucla.edu/ short courses* .

May 22 Creating Multimedia Resumes and Presentations on the Internet. Universal City. UCLA Extension. Contact: (310)825-9064, or URL: *http://www.unex.ucla.edu* .

May 28–30 Spread Spectrum Wireless Communications. Los Angeles. UCLA Extension. Contact: (310)825-1047, *mhenness@ unex.ucla.edu* , or URL: *http://www.unex.ucla. edu/short courses* .

May 31–June 7 Introduction to Character Studio for 3D Studio Max. Universal City. UCLA Extension. Contact: (310)825-9064, or URL: *http://www.unex.ucla.edu* . ■

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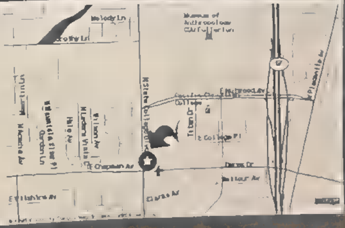

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FIC PT2006 430VX w/ 512K	$ 115
Amptron 538 430VX w/512K	$ 99
486 BOARDS	
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INTEL PENTIUM CHIPS	
[illegible] / 166MHz	$ 485 / $ 289
133MHz / 120MHz	$ 145 / $ 105
INTEL 486DX CHIPS	
DX4-100MHz / DX2-66MHz	$ 59 / $ 45
AMD K-5 CHIP	
P-133 / P-100	$ 105 / $ 79
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3D Expression PC2 TV w/ 4MB / 2MB SDRam	$ 169 / 139

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Stealth 3D 2000 w/ 4MB / 2MB EDO	$ 105 / [illegible]
Stealth 2500 w/ 2MB / 1MB Dram	$ 65 / 55
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HP T-1000 800MB Int	$ 115
Conner Tapestor [illegible] Int	$ 115

■ IOMEGA	
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Jazz Cartridge 1.0GB Tape	$ 99
Ditto [illegible] 3.2GB IDE Int	$ 199
IO Zip 100MB SCSI Ext	$ 179
IO Zip [illegible] Parallel Ext	[illegible] 179
Zip Cartridge 100MB Tape	$ 17

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Logitech Trackman Marble	[illegible] 79
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PC-668D Mini Tower w/ 235W P/S	$ 42

■ ATX & STANDARD CASES	
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ATX Mid Tower w/ 230W P/S	$ 85
Full Tower Case w/ [illegible] P/S	$ 59
Mid Tower Case w/ [illegible] P/S	$ 45
Mini Mid Case w/ 230W P/S	$ 39
Mini Tower [illegible] w/ [illegible]	$ 32
Desktop Case w/ [illegible]	$ 35
2nd Fan for case	$ 12

CONTROLLER

Adaptec 3940 PCI Wide SCSI w/ Kits	$ 465
Adaptec 2940 PCI Ultra Wide SCSI	$ 219
Adaptec 2940 PCI Ultra SCSI	$ 179
Adaptec 1522 ISA SCSI	$ 79
Adaptec 1505 ISA SCSI	$ 59
[illegible] VLB 2s, 1p, 1g I/O	$ 14
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Fujitsu 4725 Win95	$ 19
Focus 2001 w/ Cover	$ 29
104 Enhanced keyboard	$ 15

[illegible]

Product Reviews *continued from page 184*

PC Software Review

AMIDiag v5.0

Published By: American Megatrends
List Price: $149 (Upgrade is $59.60)
Review By: Matthew Leeds

Tracking down problems on your Windows system can quickly get complicated. Software configuration problems can be difficult, but hardware problems can be even more troublesome to track down. One of the best tools available for troubleshooting hardware is AMIDiag. This latest version includes support and tests for Pentium Pro processors, Cyrix 6X86 processors, EIDE drives and SCSI devices, Sound Blaster compatible sound cards, CD-ROM drives, up to 4GB of RAM, and up [illegible] sixteen CPUs on a motherboard.

Every part of a system [illegible] checked: motherboard and memory, hard drives, floppy drives, SCSI and CD-ROM drives, keyboard and video, and sound cards. The package includes loopback plugs for testing serial and parallel ports as well. All tests can be run in batch mode and can be scripted. You can build a boot floppy that starts up your system and tests all components automatically. Results can be saved to a file or printed, [illegible] well as displayed [illegible] the monitor. You can choose which tests get run, and the program hides all destructive tests in its default configuration.

Full system configuration [illegible] be displayed as well. Many diagnostic programs get confused in a PCI/PnP environment, and erroneously report on IRQ or DMA usage. AMIDiag provide accurate results. SCSI device tests include tests for hard drives, tape drives, and CD-ROM drives.

Many individuals and companies [illegible] in cost-cutting mode these days, buying components from the lowest priced supplier. It's important to have test and diagnostic capabilities in-house to insure the quality of those components. Downtime costs everyone—think of AMIDiag as down-time insurance. (American Megatrends, Inc., 6145-F Northbelt Pkwy., Norcross, GA 30071. 770/246-8600, Sales: 1-800-828-9264, URL: *http://www.megatrends.com/*) ■

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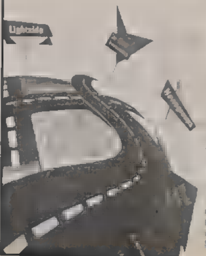

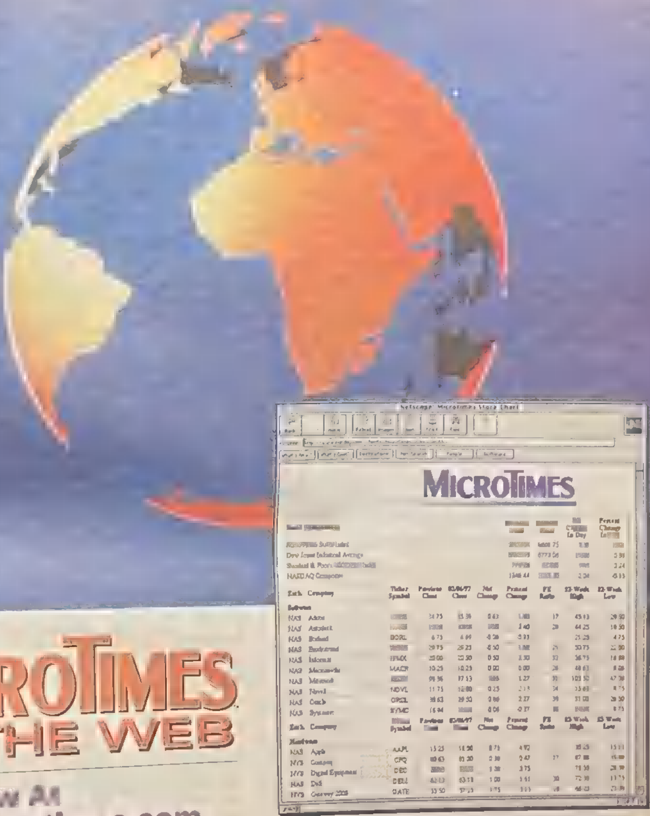

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Hotel California. Multizone (310)407-1300, 639-7324; (714)432-5453, 768-3318, 786-3189, 995-3966, (818) 444-6560, 585-1874, 783-4316, 842-9275, 702-9275. Telnet: kincyb.com . 24 hrs., 28,800 Full Internet, 100+ incoming lines, [illegible] MUDs, Quake server, Trade Wars, Worldlink chat, local chat, Game Connection Free trial [Exp #164]

Mr. Wonderful's Lair. [illegible] (213)261-8055, (818)451-0874. 24 hrs., up to 33,600 Internet, echomail, games, shareware, adult, MatchMaker. Free 14-day [illegible] URL: *http://www.cns.com/~Barcenas/index.shtml* . Sysop: Mr. Wonderful. [Exp. #165.]

Southern California OS/2 User Group (SCOUG). Multizone (310)596-7825 (public), 596-7815 (members); (714)965-9963 (public), 965-2773 (members). 8-N-1, 24 hrs., 2400–28,800. Free. OS/2-oriented, software, programming, user group info. Sysop: Rollin White. [Exp. #164.]

The End Of The Line BBS. Multizone (818)296-1169, 783-4575; (213) 666-0166. One month free trial, pubs, parties, email Extensive CD-ROM library, games, chat, MatchMaker. Adult social board running latest WorldGroup software, female [illegible] and owned. It WILL be fun. [Exp. #164.]

The Rising Phoenix BBS. Multizone (310)598-2471; (714)255-1823, 995-3010, (909)396-0836. 8-N-1, 24 hrs., 2400–14,400. Family-oriented, 19 lines, chat, MajorMUD, Tradewars, Crosswordz, Farwest Trivia. URL: *http://home.earthlink.net/~nazaire/* . Sysop: *nazaire@earthlink.net* . [Exp. #165]

U.S. Pompeii. Multizone (213)878-2801, 758-8069, 262-8110; (310) 324-5782, 221-0904; (805) 532-2052, 583-1180; (818)710-9287, 768-6745. 8-N-1, 24 hrs., 14,400. Our 7th year of social BBSing, games, libraries, gatherings. 30-day free trial. Sysop: Zippy Manus. [Exp. #165.]

310

00Labaline—BBS. (310)643-7986 8-N-1, 24 hrs., 2400–28,800 Six lines, Internet, WWW, Telnet, FTP for registered users. 7GB of online files/games/utilities. $25/year. Sysop: Dr. Science [Exp. #164.]

Beachside BBS. (310)542-1032. 24 hrs., 28,800 Adult, offbeat areas 30,000+ files, [illegible] access - 1 hr/day $25/3 months Sysop: Bob Boren [Exp. #164]

Los Angeles Macintosh Group BBS. (310)451-LAMG 8-N-1, 24 hrs. FirstClass 16 lines 40,000 calls/month. Shareware, forums include DTP, multimedia, WWW, employment exchange, classifieds, more. [Exp. #164]

Off-LINe [illegible] (excaliber). (310)690-0552 [illegible] hrs., [illegible] to 28,800 Full Internet access. 21 CD-ROMs, [illegible] 7-day [illegible] Sysop [illegible] [Exp. #163.]

Paradigm Shift (310)902-0252 24 hrs., up to 33,600 Unabashedly [illegible] incorrect! [illegible] conferences/file areas, Internet email Free Sysop: Michael McBroom [Exp #164]

South Bay Apple Mac User Group BBS. (310)792-8083, 792-0264. Up to 28,800. FirstClass Large library, multiple [illegible]ferences. Sysop: Dr. Dave [Exp. #164]

Stronghold Online. (310)221-0300. 24 hrs., 28,800. Files, 9 CD-ROMs, games, WorldGroup software, recovery forums, etc. Free - 180 days. Sysop: skYwalker [Exp #165.]

The Jungle. (310)494-0909. 8-N-1, 24 hrs., up [illegible] 28,800. Five lines, files, games, chat, messages, 20 CD-ROMs, [illegible] u/d ratios. Free [illegible]. Sysop: Cobra. [Exp. #164]

Turbo Time BBS. (310) 642-7519 8-N-1, 24 hrs., 300–14,400 Files, messages, LORD Free! Sysop: Michael Hilsdale [Exp. #164.]

Upper Transylvania BBS. (310)515-6843, 515-6953, 515-7996, 515-1757 24 hrs., 14,400 Christian, family-oriented, 20 active CD-ROMs updated regularly. Free. Sysop Ron Hoffman. [Exp. #166]

714

ActiveMatrix. (714)838-8100 24 hrs., up to 33,600 Internet, [illegible] lines, chat, trivia, Majornet Multi-player head-to-head games. Free demo [Exp #164]

CompuAll Business Systems. (714)378-4608 Full Internet access throughout Southern California for $9.99/month Voice [illegible] (714)964-2140. [Exp #165]

Hotline BBS. (714)774-5165 8-N-1, 24 hrs., 14,400 Full unlimited Internet access only $10/month. Local #'s to Orange County. Sysop: Tom Williams [Exp. #164.]

Sodom & Gomorrah. (714)531-3790. Adult files, erotic art [illegible] stories. Free [illegible] to adult [illegible] Two lines. [Exp. #163.]

The Emerald Isle BBS. (714)870-3050. 8-N-1, 300–28,800 31 lines. Chat, multiplayer games, Game Connection, fun for all, everyone welcome. Twelve-day trial, then subscription. Sysop: James Wihardja. [Exp. #166.]

The Hotline BBS. (714) 774-5165. Full unlimited Internet access, $10/month. Call now! Local #'s to Orange County. [Exp. #165]

The [illegible] Box BBS. (714) 774-9530 33,600 Amiga, IBM support, huge filebase, CD-ROMs. FREE Sysops Melvyn and Dormouse [Exp #164.]

The Midnight Mission BBS. (714)848-6808 8-N-1, [illegible] hrs., 2400–28,800 Large game, XX-GIF file areas, four lines Full access with call-back. Sysop: Marty Strech [Exp #164.]

805

Creekside Manor. (805) 484-8016. 24 hrs., 1200–33,600 Free [illegible] Software downloadable from CD-ROMs. [Exp #164]

SCV PC-Users Group BBS. (805)291-1002, 291-1003 24 hrs., 2400–14,400. Files, Intelec email, Wildcat BBS. [Exp #165.]

818

Computer One. (818)763-0678 2400–33,600. 45,000+ files, Internet, FidoNet, Usenet, 30+ games. Sysop: Ed Baker. [Exp. #164.]

Earthquake City BBS. (818)368-3337. 8-N-1, 24 hrs., 28,800. Four lines Files, messages, games, 1GB online Free. Sysop Steven Libis. [Exp. #165]

[illegible] Internet Online. (818) 240-4000, 282-4112 8-N-1, 24 hrs., up to 28,800. Internet access (WWW, FTP, IRC, Gopher) shell, PPP/SLIP, UUCP, virtual Web servers. Free trial. [Exp. #164]

MetaComm BBS. (818) 993-3666, 980-3332 MajorMUD, TradeWars, Game Connection, WG client/server, games, contests, user meets Free trial, all ages. Sysop: 360 [Exp. #163.]

Panasia BBS. (818)763-1158. 24 hrs., 2400–28,800. Worldwide echomail and Internet email, PCBoard/Qmail software, high-quality [illegible] Free access [Exp #163]

Shattered Chains! [illegible]. (818)753-0326 8-N-1, 24 hrs., 300–14,400 Pro-feminist, pro-pagan, pro-gay online forums and files Internet [illegible] soon [illegible] [Exp #164.]

Sleuth BBS. (818)727-7639. 8-N-1, 24 hrs., 33,600 USR [illegible] everything modems Internet. 3,500+ conferences. 8GB files, full Fidonet Low fee. User-friendly Operating continuously [illegible] 1993 Sysop Mark Valentine. [Exp #163.]

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Xtasy. (818)330-7596. 5+GB adult GIFs, AVIs, 3+GB shareware; fantasy sport leagues w/daily stats [Exp #165.]

909

Adult-XXX BBS. (909)517-1107. 8-N-1, 24 hrs., Giant online [illegible] mall! Thousands of adult hardcore XXX photos, novelties, interactive CD-ROMs, more! [Exp #165]

California Information Services. (909)930-2750. 24 hrs., 28,800. Shareware, games, chat, email, forums, and [illegible]. Windows, RIP, ANSI Sysop. Ron and Randy. [Exp #163]

Dragon's Lair BBS. (909) 794-4340. 8-N-1, 24 hrs., 1200–14,400. CD-ROM, large file base, FidoNet, ICEnet, WWIVnet, echos, messages, WWIV 4 24a Free access. Sysop. Hawkeye [Exp #164.]

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US Mail should go to: MicroTimes User Group, 3470 Buskirk Ave., Pleasant Hill, CA 94523. **Faxes** [illegible] welcome [illegible] (510)934-0883. **Email** can be sent to: *cassidy.allen@microtimes.com* or MCI:MICROTIMES

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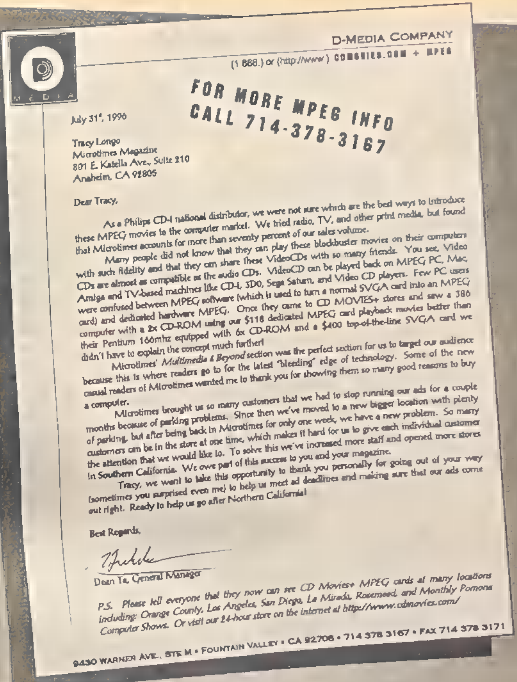

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July 31st, 1996

Tracy Longo
Microtimes Magazine
801 E. Katella Ave., Suite 210
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Dear Tracy,

As a Philips CD-I national distributor, we were not sure which are the best ways to introduce these MPEG movies to the computer market. We tried radio, TV, and other print media, but found that Microtimes accounts for more than seventy percent of our sales volume.

Many people did not know that they can play these blockbuster movies on their computers with such fidelity and that they can share these VideoCDs with so many friends. You see, Video CDs are almost as compatible as the audio CDs. VideoCD can be played back on MPEG PC, Mac, Amiga and TV-based machines like CD-i, 3DO, Sega Saturn, and Video CD players. Few PC users were confused between MPEG software (which is used to turn a normal SVGA card into an MPEG card) and dedicated hardware MPEG. Once they came to CD MOVIES+ stores and saw a 386 computer with a 2x CD-ROM using our $118 dedicated MPEG card playback movies better than their Pentium 166mhz equipped with 6x CD-ROM and a $400 top-of-the-line SVGA card we didn't have to explain the concept much further!

Microtimes' *Multimedia & Beyond* section was the perfect section for us to target our audience because this is where readers go to for the latest "bleeding" edge of technology. Some of the new casual readers of Microtimes wanted me to thank you for showing them so many good reasons to buy a computer.

Microtimes brought us so many customers that we had to stop running our ads for a couple months because of parking problems. Since then we've moved to a new bigger location with plenty of parking, but after being back in Microtimes for only one week, we have a new problem. So many customers can be in the store at one time, which makes it hard for us to give each individual customer the attention that we would like to. To solve this we've increased more staff and opened more stores in Southern California. We owe part of this success to you and your magazine.

Tracy, we want to take this opportunity to thank you personally for going out of your way (sometimes you surprised even me) to help us meet ad deadlines and making sure that our ads come out right. Ready to help us go after Northern California!

Best Regards,

Dean Ta, General Manager

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MICROTIMES

USER GROUPS

AMIGA

Amiga–San Gabriel Valley (ATUG). Meetings: 3rd Sat., 11 am–4 pm, 1st Southern Baptist Church, 4856 No. Golden West Ave., Temple City. Contact: Steve, (818)285-6424. [Exp.#168.]

ATARI

ATESIG–Atari 8-Bit SIG. 145 Surf Pl., Seal Beach. Cooperative user group for model railroad applications. Contact: (310)430-5433 or *D.MCALLISTE2@genie.* [illegible] [Exp.#165.]

CAD

Architecture SIG of the LA Macintosh User Group. Meetings: 4th Thurs., 7:30 pm, LAMG Resource Center, Santa Monica. Focus on computers in architecture, interior design, landscape architecture and related fields. Guests [illegible] Contact: Susan McDonough, (310)399-2190. [Exp.#163.]

COMMODORE

C=TUG. Meetings: 2nd Sun., 12:30 pm, 170 S. Olive, Orange. For friendship, advice, and Commodore computer help. A library of [illegible] disks, [illegible]ly newsletters and much more. Contact: [illegible] Palush, (714)532-1802. [Exp.#166.]

IBM AND COMPATIBLES

Greater South Bay PC Users Group. Meetings: 2nd Thurs., 7:30 pm, Torrance Recreation Center, behind Torrance main library. Contact: (310)335-2799. [Exp.#165.]

Long Beach IBM PC And Compatibles Users Group. Meetings: 3rd Wed., 7:00 pm, [illegible] [illegible] 5155 E. [illegible] [illegible] Hwy., Long Beach. We [illegible] the novice and [illegible] expert. [illegible] [illegible] [illegible] library, newsletter, SIGs. Contact: Jim Wells, (310)439-7114. [Exp.#168.]

Los Angeles Computer Society. Meetings: 2nd Tues., 7:00 pm, Robert Frost Auditorium, Culver City High School, 4401 Elenda St., Culver City. Door prizes, vendor presentations, product review, special interest groups, BBS w/internet email. Contact: (310)471-2726, or URL: *http://users.aol.com/lacspcug/index.htm* [Exp.#168.]

NOCCC (North Orange County Computer Club). Meetings: 1st Sun., 9:00 am, Chapman University, 333 [illegible] Glassell Ave., Orange. Corporate presenters, [illegible] SIGs, consignment table, raffles, BBS, newsletter, helpline. Call: (310)998-8080 or URL: *http://www.noccc.org*. [Exp.#166.]

Orange Coast IBM PC User Group (OCIPUG). Last Sat., 9:00 am, Orange Coast College Science Hall, Costa Mesa. Speakers, BBS, soft[illegible] library, newsletter, and SIGs. Everyone welcome. Contact: (714)662-2939, BBS: (714)751-3242, 751-3243, 751-3244, or mail to: OCIPUG, 1500 Adams Ave., Ste. 105, Costa Mesa, CA 92646. [Exp.#166.]

Saddleback Valley PC Users Group. Meetings: usually 3rd Sat., 9:00 am, [illegible] College, [illegible] Marguerite Pkwy., Room [illegible] [illegible] and General Studies Bldg., Mission Viejo. Vendor presentations, free software, newsletter, Q&A, friendly people. Novice and advanced. Contact: Carolyn, (714)496-9897 or *Jvman1@aol.com* [Exp.#166.]

San Gabriel Valley Technology Users Group. Meetings: 2nd Fri., 7:00 pm, Arcadia Park [illegible] Citizen's Center, 405 [illegible] [illegible] [illegible] Ave., Arcadia. Support [illegible] Tandy [illegible] [illegible] [illegible] [illegible] [illegible] [illegible] RAM session. [illegible] [illegible] Nock, (818)576-0411. [Exp.#166.]

SCV PC-Group. Meetings: 2nd Wed., 7:00 pm, Valencia Town Center Community Room. Contact: (805)298-1680. [Exp.#168.]

Southern California Computer Society. Meetings: 4th Tues., 7:00 pm, Farmers & Merchants Bank, Community Room, 12535 Seal Beach Blvd., Los Alamitos. For all interested in IBM and compatible computers, BBS and newsletter. $20/yr. Contact: Jim Perry, (310)429-3060. [Exp.#168.]

Thousand [illegible] Personal Computer Club (TOPCC). Meetings: 4th Thurs., 6:00 pm, Goebel Senior Center, 1385 E. Janss Rd., Thousand Oaks. Programs are targeted [illegible] novice to expert levels of computer knowledge. Contact: Harry, (805)495-8325 [illegible] [illegible], (805)496-8053. [Exp.#168.]

Tug-Net. Meetings: Every Thurs., 7:00 pm, Glendale Federal Bank, 7119 Topanga Canyon Blvd., Canoga Park. Ample parking. Contact: (818)249-1629 or 884-9441. [Exp.#166.]

Valley Computer Club (VCC). Meetings: 2nd Tues., 7:00 pm, Burbank YMCA, 321 [illegible] Magnolia Blvd., Burbank. BBS, [illegible] library, SIGs, [illegible] [illegible] welcome. Contact: Estella McClintock, (818)846-1948; or Grayce Hruda, (818)842-3707. [Exp.#168.]

Westside [illegible] Users Group. Meetings: [illegible] Mon., 7:00 pm, 4117 Overland Blvd., Culver City, CA. Contact: Hershel Wolfson, (310) [illegible] [Exp.#163.]

INTERNET

Orange County Internet Group (OCIG). Meetings: [illegible] Wed., 10061 Talbert Ave., Ste. [illegible] [illegible] [illegible]. [illegible] (714)964-2140. [Exp.#168.]

[illegible] Internet Special [illegible] Group. [illegible] 4th [illegible], [illegible] [illegible], 600 [illegible] Blvd., [illegible] [illegible] (at Avenue of Arts), Costa Mesa. Contact: Dave Watson, (714)534-4456. [Exp.#166.]

KAYPRO

KAYOS Kaypro User Group. Meetings: 4th Tues. of even months, 6:00 pm, El Segundo Library, Mariposa and Richmond streets. Contact: (310)379-8339. [Exp.#165.]

MACINTOSH

Champions [illegible] The Mac Proletariat (CHOMP). Meetings: 4th Thurs., 7:00 pm, Avery Auditorium, Pitzer College, Claremont. Q&A, raffle of useful software; vendor presentations; exchange views, opinions, expertise. Contact: [illegible] Seltzer, (909)626-7784 or *AlSeltzer@aol.com* [illegible] Mitch Cohen, (909)605-1000. [Exp.#166.]

Los Angeles Macintosh Group (LAMG). Meetings: 4th Thurs., 7:00 pm, [illegible] Monica High School's Barnum Hall, 601 Pico Blvd. Vendor presentations, raffle, 25+ SIGs, seminars, BBS, monthly magazine. Guests wel[illegible]. Contact: (310)319-1821. [Exp.#166.]

South Bay Apple Mac User Group. Meetings: Last Wed., 7:30 pm, Knob Hill Community Center, 320 Knob Hill, [illegible] [illegible] Newsletter, PD library, demos, and software raffles. Contact: C.W. Mitchell, (310)644-3315. [Exp.#166.]

Southern California Macintosh Owners/Users Group (SMOG). Meetings: 2nd Sat., 9:30 am, Western Digital Bldg., off 405 Freeway at 14 Fortune, [illegible]. Vendor and [illegible] presentations, newsletter, information exchange, beginner to experienced. Call: Pricilla Christian, (714)496-7350. [Exp.#168.]

[illegible] [illegible] Area [illegible] User Group. [illegible] [illegible] Sat., [illegible] [illegible] CFF Church, 14322 Telegraph Rd., Whittier. Beginner to experienced. Q&A, demos, raffle, hot disk, SIGs, newslet[illegible]. Contact: (310)906-0059 or *wamug@geocities.com*. [Exp.#166.]

NETWORKING

OCNET—Orange County NetWare Users Group. Meetings: 2nd Tues., 6:30 pm, Novell, 18101 Von Karman, 5th floor, Irvine. Specializes in Novell NetWare solutions. Contact: (714)258-7832. [Exp.#168.]

OS/2 Networking Special Interest Group. Meetings: 3rd Sat., 11:00 am, 600 Anton Blvd., 2nd floor (at Avenue of Arts), Costa Mesa. Contact: Steve Schilfman, (714)531-0376. [Exp.#166.]

OS/2

Southern California OS/2 User Group (SCOUG). Meetings: 3rd Sat., 9:00 [illegible], 600 Anton Blvd., 2nd Floor (at Avenue of the Arts), Costa Mesa. Exchanging information and providing mutual assistance [illegible] others about OS/2 Warp. Free. Contact: Rollin White, (310)493-1674. [Exp.#166.]

PROGRAMMING

OS/2 Programming Special Interest Group. Meetings: 11:00 am, 600 Anton Blvd., 2nd floor (at Avenue of Arts), Costa Mesa. Contact: Terry Warren, (714)633-5467. [Exp.#166.]

WINDOWS

Microsoft Windows NT Study Group. Meetings: 2nd and 4th Sat., 6:00 pm, MicroLAN Technologies, Inc., 110 N. Vincent Ave., West Covina. A professional association of Windows NT enthusiasts to enhance our skills, knowledge, and career opportunities. Contact: Manmohan Bharma, (818)339-1391. [Exp.#166.]

WINNERS—WINdows usERS. Meetings: 2nd Sat., 9:00 am, Orange Coast College Fine Arts #116, 2701 Fairview, Costa [illegible]. Friendly, helpful, questions, new technology, newsletter, disk library, everyone welcome. Contact: (714)644-5782. [Exp.#163.]

ASSOCIATIONS

AITP—California Southland Association of Information Technology Professionals. Meetings: 3rd Wed., 6:30 pm, Gateway Plaza Holiday Inn, 14299 Valley View, La Mirada (I-5 [illegible] Valley View exit). A professional association providing new technology, manage[illegible] topics, networking, and education to the Orange County/LA area. Contact: Cathy Grammer-Margolin, (714)647-1617 or (714)645-5950, or URL: *http://members.aol.com/calsoudpma* [Exp.#166.]

Independent Computer Consultants Association. Meetings: 2nd Thurs., 6:00 pm, Sportsman's Lodge, 12825 Ventura Blvd., Studio City. An organiza[illegible] promoting profession[illegible] expertise, [illegible] [illegible] in [illegible] provision [illegible] computer [illegible] [illegible] awareness [illegible] the availability of such [illegible] by independent professionals. Call: [illegible] Shulman, (310)872-1811. [Exp.#166.]

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w/ Intel Pentium-166 MMX	$609
w/ Intel Pentium-166	$489
w/ Intel Pentium-150	$369
w/ Intel Pentium-133	$329
w/ Intel Pentium-120	$299
w/ Intel Pentium-100	$299
w/ Cyrix 6x86-166 133MHz	[illegible]
w/ Cyrix 6x86-150 120MHz	[illegible]

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ASUS [illegible] TP4
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w/ [illegible] Pentium-200	$609
w/ Intel Pentium-166 MMX	$549
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w/ Intel Pentium-120	$239
w/ Intel Pentium-100	$229
w/ Cyrix 6x86-166 133MHz	[illegible]
w/ Cyrix 6x86-150 120MHz	$249

[illegible] P5MMA
$199
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w/ Intel Pentium-166	$499
w/ Intel Pentium-150	$379
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w/ Intel Pentium-120	$309
w/ [illegible] Pentium-100	$299
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w/ Intel Pentium-166	$489
w/ Intel Pentium-150	$369
w/ Intel Pentium-133	$329
w/ Intel Pentium-120	$299
w/ Intel Pentium-100	$289
w/ Cyrix 6x86-166 133MHz	$349
w/ Cyrix 6x86-150 120MHz	$309

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w/ Intel Pentium-166 MMX	[illegible]
w/ Intel Pentium-166	[illegible]
w/ Intel Pentium-150	[illegible]
w/ Intel Pentium-133	[illegible]
w/ Intel Pentium-120	[illegible]
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w/ Intel Pentium-166	$479
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w/ Intel Pentium-133	$319
w/ Intel Pentium-120	$285
w/ Intel Pentium-100	$279
w/ Cyrix 6x86-166 133MHz	[illegible]
w/ Cyrix 6x86-150 120MHz	$299

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$99
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w/ Intel Pentium-200 [illegible]	[illegible]
w/ Intel Pentium-200	[illegible]
w/ Intel Pentium-166 MMX	[illegible]
w/ Intel Pentium-166	[illegible]
w/ Intel Pentium-150	[illegible]
w/ Intel Pentium-133	[illegible]
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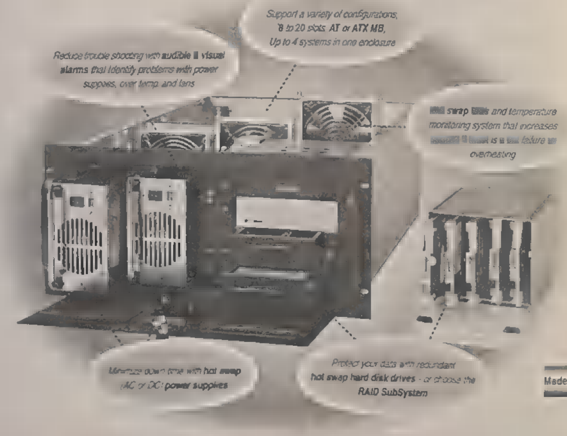
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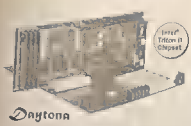

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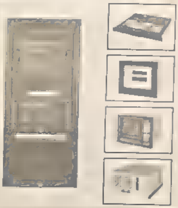

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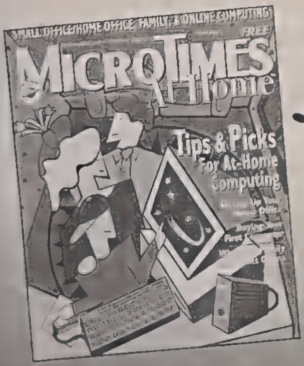
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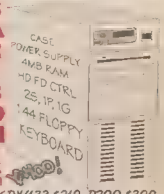

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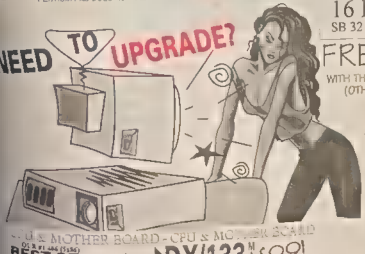

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continued from page 197

Preview this book at *http://www.shocking thewcb.com*

For Windows users, *Creating Shockwave Web Pages* by Perry Board, Rick Luna and Derek O'Neil (QUE, 314 pp pp + CD-ROM, $34.99) will teach you how to do all the cat-in-the-hat Director tricks for Shockwave. It also includes Shockwave for audio, Authorware and Freehand, and alternatives to Shockwave. Chapters on creating basic animations, adding interactivity and using Lingo are all clearly laid out, step-by-step and window-by-window. Instead of case studies, the authors here provide an example gallery of good illustrative elements that are accessible from the CD-ROM. The disc's contents of plug-ins, source codes and examples are integrated into the continuity of the text.

And while we're at it, let's include David A. Wall's *Netscape Plug-in Power* (IDG, 353 pp + CD-ROM, $34.99). The disc holds a library of over thirty plug-ins for 3-D animation, business, image viewers, presentations and live video. The book is Windows-oriented, but the disc is cross-platform. What Wall offers is a complete, under-the-hood examination of Netscape plug-ins, from the most popular to the obscure. For each plug-in there are all the complete specifications, how to install it, using and authoring with it to put it in your site, and plugged-in sites for that plug. There are even plug-in power ratings for each one. I'll give this book five stars. ■

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Pentium-133	$874	K5-100	$811
Pentium-166	$994	K5-133	$845
P5 MMX-166	$1129	Cyrix (IBM)	
Pentium-200	$1214	6x86-150+	$847
P5 MMX-200	$1284	6X86-166+	$877
		6X86-200+	$948

DESKTOP
Intel Triton VX Chip MB
16MB EDO Ram / 512K PL-B Cache
1.68GB HD / 1.44MB FDD
PCI VGA 2MB Ram
Mini Tower 230watt
15" SVGA, [illegible] KB, Mouse
[illegible] CD, SB16 3D, 230watt Speaker
33.6 FaxModem
MS-Windows95, [illegible] Title CD pack

Intel		AMD	
Pentium-100	$1040	K5-75	$977
Pentium-133	$1074	K5-100	$1011
Pentium-166	$1194	K5-133	$1045
P5 MMX-166	$1329	Cyrix (IBM)	
Pentium-200	$1414	6x86-150+	$1047
P5 MMX-200	$1484	6X86-166+	$1077
		6X86-200+	$1148

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153.3 PENTIUM 200MHZ
218.3 PENTIUM MMX 166MHZ
254.7 PENTIUM MMX 200MHZ

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32MB EDO Ram / 512K PL-B Cache
2.1GB HD / 1.44MB FDD
Matrox Mystique 3D PCI VGA [illegible] SGRam
Med Tower 230watt
17" SVGA, W95 KB, MS-Mouse
12X CD, SB32 3D, 230watt Speaker
33.6 FaxModem w/ Voice
MS-Windows95, 40 Title CD pack

Intel		AMD	
Pentium-100	$1500	[illegible]	[illegible]
Pentium-133	$1534	[illegible]	$1471
Pentium-166	$1654	K5-133	$1505
P5 MMX-166	$1789	Cyrix (IBM)	
Pentium-200	[illegible]	6x86 [illegible]	[illegible]
P5 MMX-200	$1944	6X86-166+	$1537

DESKTOP
Intel Natoma Chip MB
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2.5GB HD / 1.44MB FDD
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Med Tower 230watt
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12X CD, SB32 3D, 230watt Speaker
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MS-Windows95, 40 Title [illegible] pack

Intel	
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Pentium Pro - 180	$2050
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				[illegible] .25 17"	$715
matrox		mag		ViewSonic	
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Mystique PCI SGRam 2/4MB	$108/$166	DX1595 .28 15"	$305	15GS .28 15"	$338
[illegible] 4MB WRam upgrade kit	$124	DX1795 .26 17"	$619	15GA .27 15"	$370
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XP55T2P4 $137
PENTIUM TRITON2 HX CHIP 512KB ATX FACTOR
P6NP5 $225
PENTIUM PRO NATOMA CHIP AT FACTOR
P65UP5 $485
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ALL BRAND NAMES ARE TRADEMARKS OF THEIR RESPECTIVE COMPANIES. [illegible]

AUTHERIZE SERVICE ▮ SALES (3YEARS ON-SITE CONTRACT)

The Making Of An Internet Business

continued from page 83

Bigger Is Better

As our primary server, we've got a big machine. Actually, a huge machine. We've got two slightly smaller machines as part of the production process as well

And we need more.

Reality check: Bigger is better. Faster is better. Better is better. Prepare to spend the rest of your business life routinely upgrading your equipment. "You can't have too much computer equipment." (Think about that one for a moment.)

Decisions, Decisions

At some point after you've opened an Internet shop, you'll be faced with what will seem like a major dilemma: Do we continue spending money on development, or do we start spending on sales and marketing?

> **Bigger is better. Faster is better. Better is better. Prepare to spend the rest of your business life routinely upgrading your equipment.**

This is such a tough one because no product is "perfect" out of the gate. But, reality check: Sales pay the bills, development specs don't. If you're constantly hearing, "They would have bought it but we didn't have feature X," then you probably don't know your target market as well as you should

At some point, you have to spend time to make money, because if you spend all your time making things and not money, you'll find you don't have any money to spend to make things and money

Got it?

Is Any Of This Worthwhile?

After many sleepless nights and weekends developing the next killer product or service, the moment of truth arrives when you open your shop for real business. The most important thing I keep track of early in any process is not sales, not leads, and not product reviews, but "happy" customer comments.

We've been so fortunate that our "happy customer ratio" is off the charts. Overwhelmingly, our customers have liked what we've done and like our service.

Now, we may not have as many customers as Netscape or Microsoft, but I'll bet you our happy-customer ratio is better than theirs.

Why is this important? Reality check: You're either doing something useful and people are responding, or you have people just being polite to you. Descriptions like "great" and "amazing" mean people are responding. Anything less and people are being polite.

This is, perhaps, the hardest thing to own up to as an entrepreneur. Do I really have a good idea here?

Reality check: Tough as it may be, it's infinitely better to know this sooner rather than later.

Next month, I'll catch up on "Hiring in Silicon Valley." ■

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Industry Insights

continued from page 19

for today's mission-critical content like email and database access. Even though there is a wide range of bandwidths available, most inter-office connections are either leased lines running at 56Kbps or an ISDN line, running at a maximum of about 128Kbps. Going to faster connections, such as frame relay or fractional T1, costs not only more on a monthly basis, but it usually means throwing away your current connection hardware and buying new equipment.

The WAN problem is serious for many companies, but it is also representative of problems of pushing to people where you don't know how big the pipe between you and them is. A company that decides to start pushing more information to the desktop has to not only think about WAN issues, but also how many people are on the corporate network through remote access servers (RAS), which is a fancy way of saying "modem."

If you're working from home or from the road, the last thing you want is a lot of possibly unnecessary junk tying up your 28.8Kbps connection with the company, but you have no way of filtering what is getting pushed to you. The push software has to be able to be set up in such a way that it will only deliver to desktops, not through RAS systems when you're on the road

Of course, if the company has chosen to make mission-critical updates through the push server, then you really do have to let it all come through, which could be a real problem if you're in a rush and are just trying to send your email from an airport pay phone.

> *Using automated pull has many advantages over push, the greatest of which is that it puts the user more in control of the results. One of the biggest problems with push technology, at least from a user's point of view, is that YOU LOSE CONTROL over what is on your hard disk.*

What Do You Want To Push?

The real question is not whether push technology is good or bad, but in what situations is it useful? The recent *Wired* magazine cover article on push technology was absurdly optimistic about how push technology will radically change the way we all use the Web. This ignores the fact that the Web's primary use is by people who don't know what they want, and are looking for information or entertainment in a haphazard fashion, just the way they use television.

Overuse of push technology for information or software distribution is just like over-reliance on the Web as a way of promoting your company. If your believe the industry pundits, it will solve all your problems, but if you look at the limitations of the Internet and intranets, you'll come away with a much more realistic view of the niche that it will fill. A few push technology companies will clearly do well in the coming years, but they won't be the next Netscape. ■

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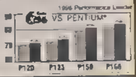
AMD K5-133MHz	$789
6x86 P133+	$799
6x86 P150+	$829
6x86 P166+	$845

Cyrix 6x86



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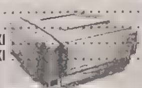

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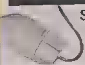

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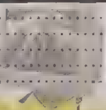

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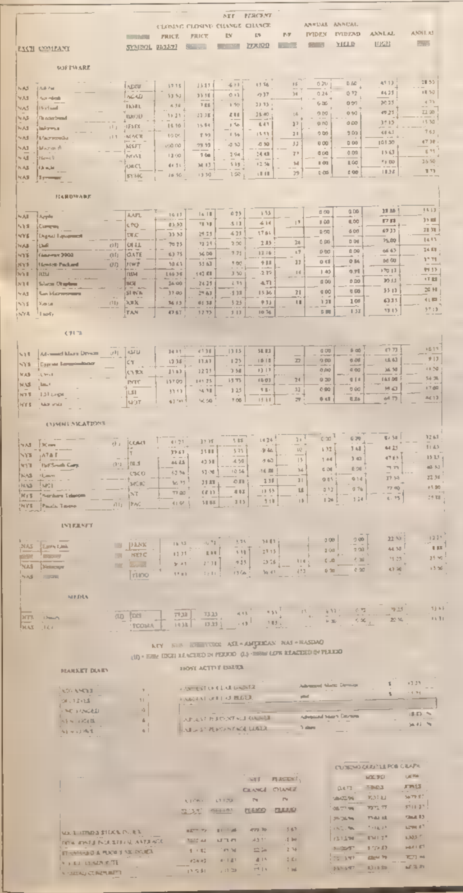
Industry Insights *continued*

MICROTIMES INDEX SLIDES INTO MARCH


EXCH COMPANY SYMBOL CLOSING PRICE CLOSING PRICE NET CHANGE IN PERCENT CHANGE IN PERIOD P/E ANNUAL DIVIDEN ANNUAL DIVIDEND YIELD ANNUAL HIGH ANNUAL

SOFTWARE

HARDWARE

COMMUNICATIONS

INTERNET

MEDIA

KEY ASE = AMERICAN NAS = NASDAQ

MARKET DIARY

MOST ACTIVE ISSUES

NET CHANGE IN PERIOD PERCENT CHANGE IN PERIOD

CLOSING QUOTES FOR GRAPH

DATE MICRO TIMES

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Negative growth dominated the indexes, with tech stocks leading the way. The Dow Jones Industrials Average was knocked off its high, dropping 2.04% over the last month. The 143.55 decline brought [redacted] March 13 close of 6878.89. The techs suffered a more serious blow as the NASDAQ composite dropped 77.53 to 1293.28. This resulted in [redacted] 5.66% decline from the 1370.81 close a month ago.

The MicroTimes Index followed suit. Mirroring the NASDAQ with a 5.67% decline, the MicroTimes list folded 499.70, showing a March 13 close of 8310.08. New highs beat new lows [redacted] to 6, but decliners controlled the show with [redacted] 31 to 9 lead over the gainers. With only 25% of the index making gains and all this profit taking going on, it's hard to find the gems amongst all the rubble.

However, Advanced Micro Devices Inc. did glean a 13.25 rise to 47.38 over the period, netting a 38.83% gain as our largest percentage gainer. A confident response about its new K6 microchip has analysts speaking highly of AMD's second quarter potential. A signed pact with Cyrix to supply Compaq Computer Corp. with microprocessors might just mean competition for the bellwether Intel Corp.

Speaking of the grumbling giant, it seems that Intel is dealing with a surge of hate email after displaying [redacted] threat [redacted] remove advertising from German publications. Intel took honors for dropping 15.75, the largest dollar loser in the MicroTimes Index. This, along with the uncomplimentary reviews of a new chip by the German pubs, almost meets expectations for the lofty tech stock during these unsettled technical times.

YAHOO! Isn't this a fun ride. With search engines racing, the competition between the "Four Horsemen of the Internet" is resulting in [redacted] dog-eat-dog derby. Yahoo shows last, posting a 36.41% decline in share price, just enough to beat EarthLink as the largest percentage loser of the MicroTimes Index. ■

Telecommuting

continued from page 47

each one covers the other's in-box on days they're working outside the corporate office.

• Go For Volunteers

One of the most important methods for reducing the negative impact of transitional problems on new telecommuters [illegible] to ask for volunteers. These people are more highly motivated than others to succeed at telecommuting, and are therefore less likely to be intimidated or discouraged by setbacks, difficulties, and changes in their lives or work that result from telecommuting.

• Institute Replacement Procedures

Have you ever tried to break a bad habit, like smoking or cracking your knuckles? For most people, it's difficult just to quit and do nothing with that time and energy. It's a lot easier to replace a bad habit with a new, better habit.

Telecommuters react the same way. For example, it's common for new telecommuters to feel dislocated because they're no longer attending the regular Monday morning staff meeting, for example, and instead must be satisfied with plunging into routine work first thing. It's usually easier for them to become accustomed to telecommuting if they replace the regular office meeting with a regular teleconference or computer "chat" session.

Some of the most "missed" activities associated with working in a central office include lunch-time chats, meeting with colleagues and talking about the details of current projects at the water fountain or coffee machine, and being frequently interrupted by ongoing activities [illegible] people with questions and comments.

Feelings of isolation and falling "out of the loop" can often be reduced or eliminated by replacing the office-environment experiences with their telecommuting equivalents, which include: conference calls, computer conferences or chats, and regularly scheduled phone calls at [illegible] times of the day to discuss whatever's "hot" [illegible] the moment.

• Fill The Telecommuter's Plate

An idle brain is not only the Devil's playground, it's [illegible] fertile field for nurturing problems that stem [illegible] making the transition [illegible] telecommuting. That's why most telecommuters who have had the easiest time with their transition suggest keeping busy may be the best medicine.

To do this, employers, supervisors [illegible] [illegible]agers should try to give the [illegible] telecommuter a fairly full plate of responsibilities [illegible] [illegible] days spent working away from the main office. The pressure to accomplish a great deal while coping with the necessary adjustments in working habits will to a large degree reduce the opportunity to ruminate about the problems associated with telecommuting, and in this way ease the transition.

Train For Communications, Goal Orientation, And Self-Discipline

Given the prevalence of the old-style working paradigm—commuting five days a week to a centralized office, which [illegible] the one and only place where you do all or nearly all of your work—it's entirely understandable that people would grow up and become accustomed, trained, and appreciative of the rhythms and routines of working in [illegible] downtown office.

That's why it usually requires a little training or education to get people thinking a little more objectively about these old patterns of work, and to give them alternatives that make as much or more sense for the new paradigm of work—telecommuting one or more days of the week.

Training—for the telecommuters and those to whom they report—should cover at least three important [illegible]

• Communications

This would include such topics as: how often to communicate with the office; how to set up and maintain relationships with supportive "gatekeepers" at the office; how to communicate effectively with less spontaneity and more planning; and handling multi-channel (fax and phone, computer and fax) conversations.

• Goal Orientation

This would include such topics as: how to set and maintain daily, weekly, monthly, yearly, and "per project" performance goals; formulating a goal you [illegible] reasonably hope to attain; measuring progress toward a goal; winning agreement on goals from others, including your supervisor, colleagues, and subordinates; and adjusting goals to meet changing realities.

• Self-Discipline

This would include such topics [illegible]: balancing work and family matters; working when you'd rather relax; relaxing when you'd rather work; recognizing the differences between "self-discipline" and "rigidity" [illegible] "workaholism," and techniques [illegible] [illegible] your self-discipline. ■

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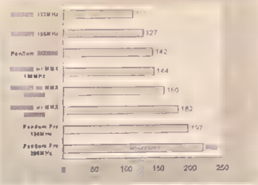

[redacted] 133MHz
[redacted] 166MHz 127
Pentium [redacted] 142
[redacted] w/ MMX 166MHz 144
[redacted] w/ MMX [redacted] 160
[redacted] w/ MMX [redacted] 182
Pentium Pro 180MHz 197
Pentium Pro 200MHz [redacted]
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200
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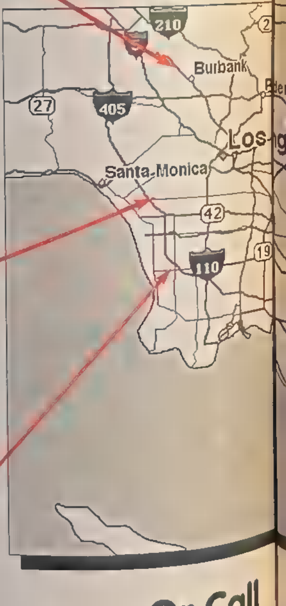

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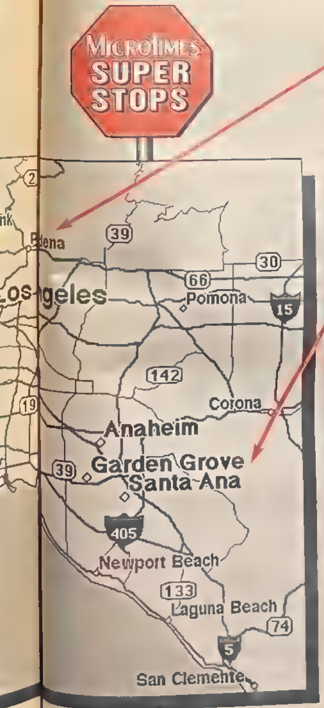

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CLASSIFIED INDEX

	Page
Accessories	235
Accounting Svcs.	235
Bulletin Boards	235
Business Opportunities	235
Cartridge Refill	235
Consulting -	
Accounting	242
Consulting	242
Networking	242
Programming	242
Data Conversion	235
Data Recovery	235-236
Duplicator Hardware	236
Hardware	237
Hardware for Sale	236
Hardware Wanted	236
Internet	237
Internet Adult	237
Jobs Offered	241
Optical Scanning	238
Personals	238
Repairs	238
Services	238-240
Software for sale	240
Training	240
Videos/CD-ROMs	240

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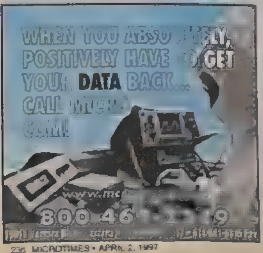
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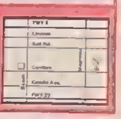

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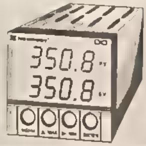

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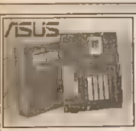

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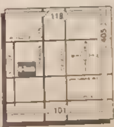

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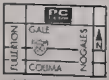

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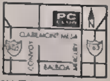

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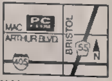

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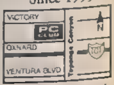

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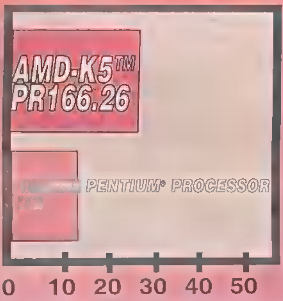

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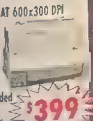

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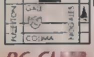

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ADVERTISERS INDEX

1-888-CD MOVIES • MPEG 192
4-D COMMUNICATIONS 154
A-Z PC SUPPLY 226
AAA MEDIA 30
ABACUS COMPUTER CORP 71
ACADEMICS SOLUTION 172
ACCESS POINT INTERNET 158
ACCURATE TECHNOLOGY 167
ACI AMERICAN COMPONENT INT'L 180
ACP SUPER STORES 202
ADVANCED COMPUTER CENTER 60, 61
ADVANCED COMPUTER & TECHNOLOGY 26, 27
ALCOM SYSTEMS / TCC 253
AMERICAN MEGA SHOWS 203
AMERICAN TECH ENHANCE COMPUTER 128
AMERITECH COLLEGE 52
ANAWAVE SOFTWARE 149
APPRO INT'L 216, 217
ART MEDIA 26
ART TECH MULTIMEDIA 193
AXIS SYSTEMS 72, 73, 215
AZUSA PACIFIC UNIVERSITY 212
BAM MEDIA MUSIC UNIVERSE 143
BASON COMPUTER 250
BEVERLY [redacted] [redacted]
BINOMIAL SYSTEMS 44, 45
[redacted] COMPUTERS 135
[redacted] SOFTWARE OUTLET 118
CAD ENGINEERING SUPPLY 13
CCC 251
CDI 139
CITICOM COMPUTER INC 134, 135
COMPBUS INT'L 136
COMPLETE COMPUTER CENTER 138
COMPLETE COMPUTER CURE 251
COMPU ALL 155
COMPU-DEPOT 127
COMPUCAL 3
COMPU QUEST 193
COMPUSOFT [redacted]
COMPUTER BUSINESS CENTER 222
[redacted] 243
[redacted] FAIR [redacted]
[redacted] LIQUIDATION [redacted] 140
[redacted] MARKETPLACE 199
COMPUTER [redacted] 141
COMPUTER NETW[redacted] & [redacted] 120, 121
COMPUTER PACER 18
COMPUTER SHACK 49
COMPUTER WORLD 131
COMPUTIX 231
COMPUTOPIA 20
[redacted] 170, 171
CYBERCORE INC 78
CYBERWEB 146
CYGMA [redacted] 6, 7
DATA DEPOT 153, 155
DAY TECH 4, 5
DC MICRO, INC 66, 67
DELTA INTERNET SERVICES 147
D-MEDIA COMPANY 192
DMS MEMORY UPGRADES 143
DOLLAR COMPUTER 191
[redacted] COMPUTER 21
[redacted] 162
EARTHLINK 79, 145
[redacted] 80-82
[redacted] MUSIC BOX 187
ENVISION INTERACTIVE 91, 93-99
[redacted] TECHNOLOGY 75
[redacted] N SERVICES 185
[redacted] 129
E.Z. COMPUTER, L.A. 139
FUTURE COMPUTING SOLUTIONS 179
GALAXY COMPUTER 55
GENERAL INTERNET 164
GENIUS COMPUTER SYSTEMS 223
GENISYS MICRO 124, 125
GLOBAL PACIFIC INTERNET 153
GLOBAL VILLAGE 235
GUS NETWORK 60
HAL COMPUTER 89
HC IMAGING 54
HOTEL CALIFORNIA 212
HOUSE OF COMPUTER & TECHNOLOGY 12
IBA COMPUTERS 103
ICN 221
ICODE 78
IDT 46
INFO DIAL 33, 152
INPUT AUTOMATION 19
INREACH INTERNET COMMUNICATION 39
INTERACT 143
INTERGRATED DIGITAL TECHNOLOGIES 46
INTERNEX INFORMATION 151
INTERWAVE MULTIMEDIA 130
IRON LIGHT DIGITAL 164
JCL CO LTD 35
JENUSH INTERNATIONAL 43
JPS NET 53
KINETIC CYBERSYSTEMS 212
KINGSLEY COMPUTERS 219
LA INTERNET 157
LAPTOP SUPERSTORE 16
LIGHTSIDE INC 208
MAC FAIR LA 69
MACRO TECH 190
MAC & [redacted] GALLERY 74
MAGICTEK COMPUTERS 175
MAGITRONIC [illegible]
MATRIXSYS 118
MAX GROUP 15A
MAXIMUS 62
MAXIMUS TECHNOLOGY OF GLENDALE 177
MEI MICRO CENTER/WINBOOK 2A
MICRO SOURCE COMPUTERS 79
MICROSEL INC 61
MICROTIMES 69, 209, 213, 232, 233
MICROTIMES QUOTATION HOTLINE 50, 51
MT SIERRA COLLEGE 65
MULTIWAVE TECHNOLOGY 55, 76, 77
NAYZAK COMMUNICATION 162
NETROPLEX MEDIA 164
NEUTRON TECHNOLOGY 202
NEXCOM TECHNOLOGY 104-107
NORTH AMERICAN CAD CO 31
NORTH AMERICAN COMPUTER CONSULTANTS 47
188, 189
NYTON COMPUTER 179
PAKCOM SYSTEMS 224, 225
PASADENA COMPUTER 246-249
[redacted] 142
PC MAX 20
PC PORTABLE MANUFACTURER INC 131
PC SYSTEMS DESIGN 74
POWER COMPUTERS 90
PRIMENET SERVICES FOR THE INTERNET 2C
PRINCETON GRAPHICS 228
PRO COMPUTER SERVICE 61
PROSOFT 219
QUALITY TIME COMPUTERS 241
R TECH COMPUTER SALES 178, 179
ROYAL ELECTRONICS 56
SAMS PHOTO 186
SAMS DIGITAL IMAGING 155
SCEPTRE [illegible]
SHINO ELECTRONICS COMMUNICATIONS INC 31
SIGMA COMPUTERS 17
SILICONRAX 57
SIMPLY INTERNET 156
SKYTIER NETWORKS [illegible]
SMI [illegible]
SOFT HARD SYSTEMS [illegible]
SOFTWARE EDUCATION OF AMERICA 34
SOFTWARE ELECTRONICS [illegible]
SUPER COMPUTER [illegible]
SUPER SHOW PRODUCTIONS [illegible] 238
SUPERCOM 206, [illegible]
SYMPHONY COMPUTER [illegible]
SYSCON TECHNOLOGY U.S.A. 198
SYSCORP CONSULTING 231
TCC 197
TECH USA, INC 164
THE LOOP 40, 41
THETA COMPUTER 173
TOTAL TECHNOLOGY DISTRIBUTOR 123
TTD COMPUTER SYSTEMS 166
TYPE II TECHNOLOGIES 177
ULTIMA COMPUTER 57
UNISOURCE 79
UNITECH NATIONAL INC 22, 23
UNITEK COMPUTER 63
US COMP 93
VANISHED CHILDREN'S ALLIANCE 63
VIANET COMMUNICATION 37
WESCO COMPUTERS 86-87
WEST TECH 2A
WINSOCK COMPUTER CORP 67
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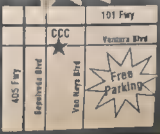

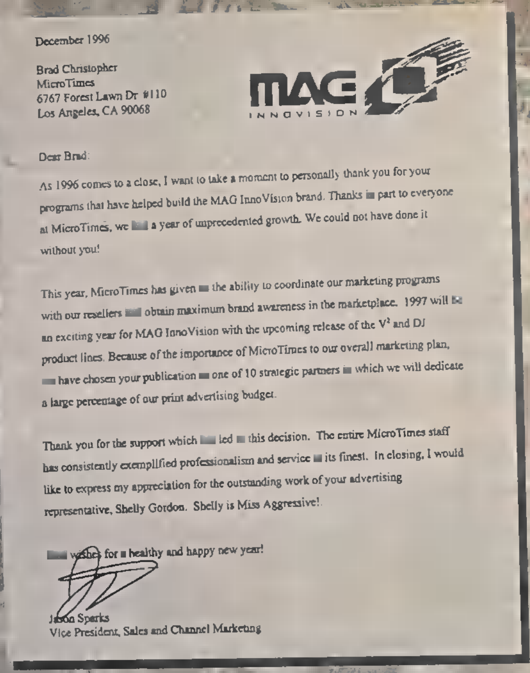

December 1996

Brad Christopher
MicroTimes
6767 Forest Lawn Dr #110
Los Angeles, CA 90068

MAG
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Dear Brad:

As 1996 comes to a close, I want to take a moment to personally thank you for your programs that have helped build the MAG InnoVision brand. Thanks [redacted] part to everyone at MicroTimes, we [redacted] a year of unprecedented growth. We could not have done it without you!

This year, MicroTimes has given [redacted] the ability to coordinate our marketing programs with our resellers [redacted] obtain maximum brand awareness in the marketplace. 1997 will [redacted] an exciting year for MAG InnoVision with the upcoming release of the V^2 and DJ product lines. Because of the importance of MicroTimes to our overall marketing plan, [redacted] have chosen your publication [redacted] one of 10 strategic partners [redacted] which we will dedicate a large percentage of our print advertising budget.

Thank you for the support which [redacted] led [redacted] this decision. The entire MicroTimes staff has consistently exemplified professionalism and service [redacted] its finest. In closing, I would like to express my appreciation for the outstanding work of your advertising representative, Shelly Gordon. Shelly is Miss Aggressive!

[redacted] wishes for [redacted] healthy and happy new year!

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DVORAK'S LAST COLUMN • BY JOHN C. DVORAK

Miscellaneous Thoughts

Or, The Idea Bin Is Full

I have no column this month, just ideas for columns. Fact is, they cannot be developed for more than a few paragraphs, but here they are anyway.

Item One

Maybe this is off the subject, but has anyone noticed that the stock market is a little high? The technology stocks have really powered the market, but it's impossible that this will continue forever.

So what is the top? Well, I'm thinking the real ceiling to the Dow Jones is 10,000. Here's why. It's based on something I noticed some years ago (after the hefty inflation years were over in the late 1970s and we began a long-running bull market).

What I noticed was that everything became ten times more expensive than it was when I was a kid. My parents bought a 1967 Ford Mustang for $2700. This was loaded and would be closer to $27,000 today. A house bought in 1971 for $22,000 sells for $220,000 today. Some things have increased by a factor of 5X, such as the daily newspaper, which was once a nickel.

Being a millionaire is not even a big deal anymore, and people talk about "having" to have $10-20 million to actually be rich. And if we look at the number of billionaires, it's a little frightening.

When monopolists ruled the earth they couldn't accumulate this much wealth, although they seemed to have more possessions including castles, huge staffs and massive country homes. Needless to say the true value of money has skewed, and with it the stock market. In fact, today's market floating around 7000 may actually be at the equivalent of 700 in 1960. In the 1960s the market shot up into the 900 range, then crashed in 1969 and put us in a decade-long bear market, exacerbated by weird price controls, inflation and Jimmy Carter.

Why shouldn't this exact same crash scenario recur when the market approaches 10,000? Maybe it will. We need something to talk about as we enter the next century. A collapse will be an interesting topic.

Item Two

I guess Nintendo barked up the right tree with its Nintendo 64, refusing to use CD-ROM technology and sticking with expensive cartridges. But there are still aspects of this that mystify me. The reason for not using CD-ROMs is simple: They can be easily copied by a CD recorder. And CD-Recorders are getting cheaper and cheaper, and are working better and better. I'm told that kids sell copies of Playstation games in schools, for example. I'm sure that the profit margins afforded by CD-ROMs more than make up for this loss of sales, but apparently Nintendo does not feel this way.

Also, it's harder to lock out unlicensed material with CD technology than it is with cartridges—or so they say. I'm not sure all this is true, and even the illegal copying should be something that the game makers can defeat. It's supposedly hard to copy a 3DO disk, for example.

All I know is that at some point Nintendo will have to use some cheaper way to make games. (One interesting aside here is that I do not see my children playing more video games. They seem to be doing more on the Web.)

I've played with all the game machines and have not found the newest Nintendo as compelling as the original. While the graphics and 3D action are phenomenal, it gets boring far too quickly. I even had it hooked to the big TV for a week and found that I never played much with it.

With Sega promoting its new SegaSoft computer game division, I'm beginning to wonder if the game scene is changing, and all these machines are going to become white elephants. Even the kids, who claim to be enthusiastic, are not playing games as long as they used to. This creates a demand for more games. The sales of additional games make the market look healthy. But the sales are the result of previous games being too boring.

At some point the parents are going to say "NO!", and that will be the end of that.

Addendum: *My 11-year-old read this and says it's all wrong and that the machine is great and he plays it all the time. Now I've come to the conclusion that the game company has brainwashed him.*

Addendum II: *He read the addendum and walked out of the room shaking his head.*

Item Three

I'm mystified why people haven't warmed up to certain technologies—for example, voice command and personal dictation software that actually seems to work.

Are we losing the ability to converse?

People even seem to prefer those online chats to a real chat. I like to tell people to capture and time their online chats. Write down the time you began the chat, and open a file capture so you get the whole thing downloaded. When you close it, write down the time and then look at the file and calculate the number of words transmitted per minute. It's amazing how little information goes back and forth in a half-hour. This method of conversation represents, without doubt, the slowest throughput of any form of human communications except for smoke signals.

So, what's the appeal? First of all it allows you to think a little bit about what you are going to say. This is particularly useful if you are slow-witted. It usually allows you to edit a sentence before it's transmitted. This comes in handy when you change your mind in the middle of a thought. And finally, it's emotionally detached (so much so that you have to use emoticons to beef-up that aspect of the conversation) which appeals to shy people and introverts.

The question remains if and when online chatting will evolve into something more futuristic. The idea of seeing the other person in the form of an avatar is interesting, but maybe the real appeal of online chatting is minimal physical interaction.

Most users could easily set up CUseeme connections with a cheap camera ball on their machine if they wanted more personalized chats. But the number of people who do anonymous CUseeme chatting has never skyrocketed like plain old typing-to-typing chatting. If you go on the IRC, for example, and look into the sex chat rooms, you discover that all the users in all the sex-oriented CUseeme chat rooms combined seldom add up to the number of people in the one lone chat room dubbed cybersex—which, again, is about typing.

So I've come to a weird conclusion: People love to type! ■

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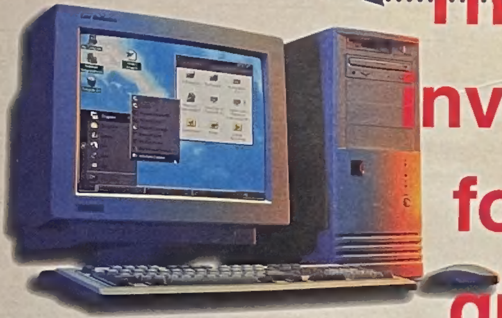

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